

THE NATIONAL
Provisioner

JANUARY 12, 1957

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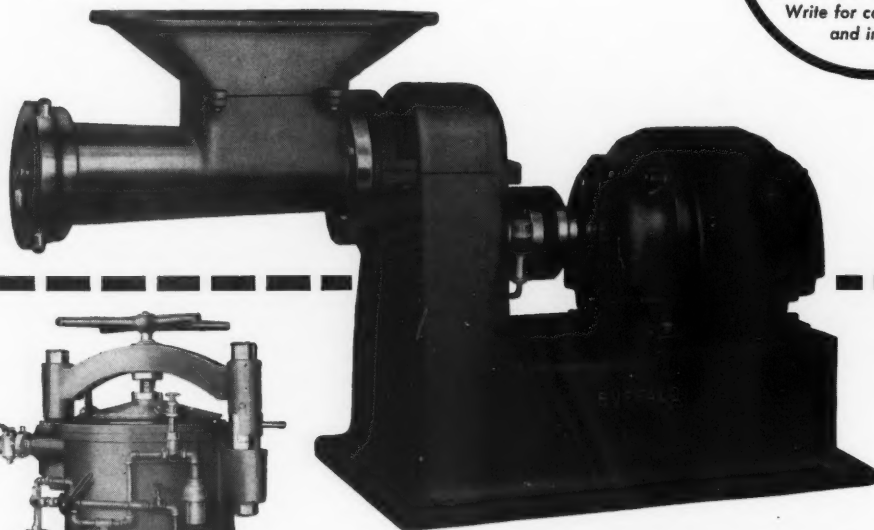
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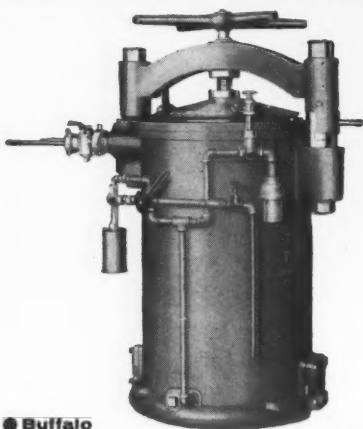
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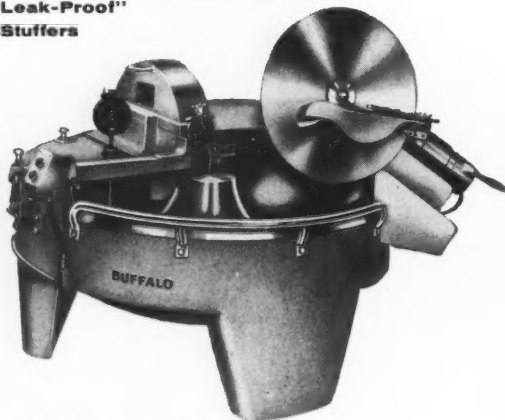


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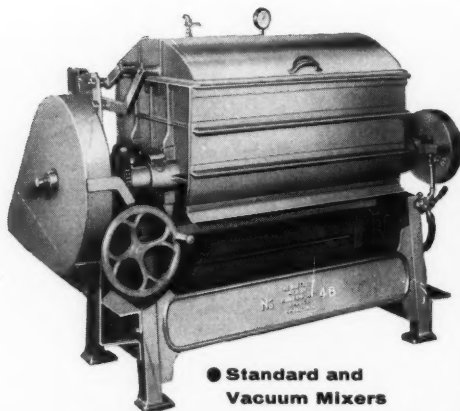
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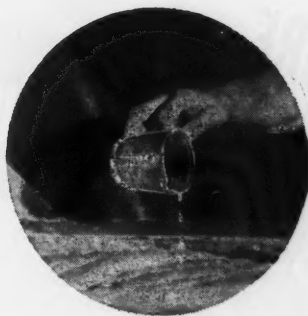
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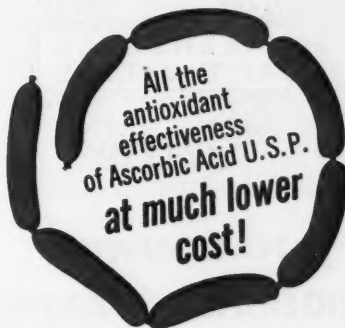
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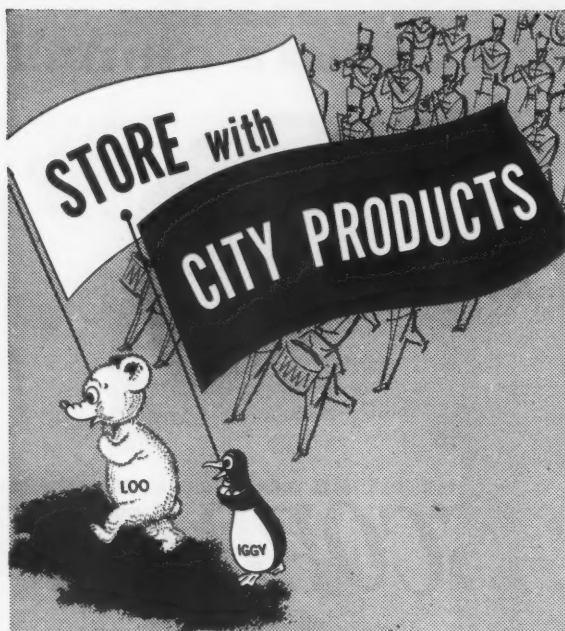
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THE NATIONAL

Provisioner

VOLUME 136 JANUARY 12, 1957 NUMBER 2

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Published weekly at 15 West Huron St., Chicago 10, Ill., U.S.A., by the National Provisioner, Inc. Yearly subscriptions: U.S., \$6.00; Canada, \$8.00; Foreign countries, \$8.00. Single copies, 30 cents. Copyright 1957 by the National Provisioner, Inc. Trade Mark registered in U.S. Patent Office. Entered as second-class matter October 9, 1919, at the Post Office at Chicago, Ill., under the act of March 3, 1879.

News and Views

THE NATIONAL PROVISIONER

VOL. 136 No. 2
JANUARY 12, 1957

The Big Dream

Without accepting all of his projections as capable of full realization, we believe that Arno Johnson's discussion of meat consumption potentials, which begins on page 24, highlights a failure and a retrievable opportunity.

If this be a dream—his estimate that per capita consumption could reach 196 lbs. within a few years—then let us make the most of it. We need big dreams in the big meat industry—far bigger visions than merely those of bringing consumption back to the level of the early 1900's and improving the volume and status of the industry through cashing in on the unearned increment of an increase in population.

If, as Johnson persuasively argues, our selling has not kept pace with the dynamic expansion in the consumer market, and we have failed to upgrade our customers as meat eaters as they have migrated in mass into the higher income brackets, then the meat industry had better correct that failure as soon as possible. Through education and promotion it had better make sure that meat does not become more and more an "also-ran" when consumers are choosing between the alternative goods and services on which they will spend their extra dollars.

One important question (and we admit oversimplification) is raised by Johnson's analysis: Are packers' and processors' concepts of what demand might be too narrowly limited by "supply thinking"? Might it not be more healthy in the long run, for both packers and producers, if the processing element of the livestock and meat business were to decide on the level to which it should build demand, bring about that state of demand through education and promotion—and let the problem of supply take care of itself?

We are confident that the necessary supply would be there if producers were confident that demand was strong and consistent enough to offer them a good chance to produce livestock on a profitable basis.

More Good News about 1956 earnings was announced this week by five packing companies in their annual reports to shareholders. Profit of Armour and Company, Chicago, increased to \$14,654,110, compared with 1955 earnings of \$10,107,614, reported Frederick W. Specht, president and chairman. (See page 28.) The Armour return was equal to .73c per dollar of sales, as against .51c in 1955. John Morrell & Co., Chicago, earned the highest net recorded by the company since 1929 in the 1956 year, described (page 29) by W. W. McCallum, president, as "a year of real growth." The 1956 Morrell earnings totaled \$2,908,639, equal to .85c per sales dollar, against \$2,712,589, or .81c per dollar, in 1955.

James D. Cooney, president of Wilson & Co., Inc., Chicago, reported net earnings of \$7,146,260 in the 1956 year, an average of 1.2c for each sales dollar. The 1955 Wilson profit amounted to \$4,571,051, or .7c per dollar of sales. (See page 30.) Tobin Packing Co., Inc., Rochester and Albany, N. Y., had its best year on record prior to taxes and its third best year from the standpoint of net earnings after taxes, Frederick M. Tobin, president, disclosed (page 29). The 1956 Tobin net rose to \$1,650,833 from \$1,103,199 in the previous year and was equal to 2.7c per dollar of sales and 1c per pound on sales tonnage. Tobin's profit in fiscal 1955 was equal to 1.86c per sales dollar and .8c per pound of meat products sold. Net earnings of Oscar Mayer & Co., Madison, Wis., amounted to \$5,730,142, compared with \$4,906,593 in 1955, Oscar G. Mayer, jr., president, reported. Sales in the 1956 year were \$219,708,261, against \$220,209,788 in the previous year.

Convention-Time is nearing both in Canada and the West. The 37th annual meeting of the Meat Packers Council of Canada will take place on Tuesday and Wednesday, February 5-6, at the Fort Gary Hotel, Winnipeg. The Pacific Coast Renderers Association will hold its 22nd annual convention on Friday and Saturday, February 15-16, at San Francisco's Fairmont Hotel. San Francisco also will be the site of the 11th annual meeting of the Western States Meat Packers Association, set for February 18-21 at the Sheraton-Palace Hotel.

WSMPA will combine its beef session and the animal health and livestock conservation session this year, and five speakers will address the combined meeting on Tuesday morning. The speakers and their topics are: Earle Reed, Livestock Conservation, Inc., "Conservation Will Work"; William G. Davis, Remington Arms Co., who will discuss and demonstrate the company's new stunning instrument; C. D. Van Houweling, USDA, "Research Developments in Animal Diseases"; Edwin Karlen, National Beef Council, "Beef and National Promotion," and John Pierce, USDA, "Grading."

Another Attempt is being made, as expected, to have so-called humane slaughter legislation passed by Congress. A new bill (HR-176), introduced by Rep. Martha W. Griffiths (D-Mich.), provides that no slaughterer shall "hoist, cut, scald, skin, bleed or slaughter any livestock unless such livestock has first been rendered insensible by mechanical, electrical, chemical or other means determined by the Secretary (of Agriculture) to be rapid, effective and humane." Among other bills are: HR-188, introduced by Rep. H. R. Gross (R-Iowa), which would prohibit daily declines in livestock prices of more than 10c per cwt. for hogs and 25c per cwt. for cattle; HR-2139, introduced by Rep. H. H. Budge (R-Ida.), which would amend the P & S act to require reasonable bonds from packers, and HR-1270, by Rep. E. E. Willis (D-La.), to make the Packers and Stockyards Act inapplicable to auction markets.

Not 155-165
Pounds

But 196 Pounds Per Capita

THE meat industry will be missing its potential per capita consumption target by 40 lbs. in 1960 if consumption cannot be lifted above the 156-lb. level predicted for the next five years by the U. S. Department of Agriculture.

Arno H. Johnson, vice president and director of research of J. Walter Thompson Co., told the members of the American National Cattlemen's Association at their convention in Phoenix this week that per capita consumption of meat could reach 196 lbs. by 1960 on the basis of the present and probable distribution of families by income groups and actual physical consumption of meat by similar income groups during the prewar period.

"The 40 lbs. of undeveloped potential," said Johnson, is an indication of the area of opportunity to the meat industry. There is no reason, furthermore, why this should be a ceiling because the prewar diet and actual consumption of meat, even in these better income groups, was not necessarily as high as dieticians would prefer to see it.

"A projection of the beef potential similar to that described for total red meat, based on actual consumption habits prewar in different income groups, indicates that beef in 1955 should have reached a level of 85 lbs. per person. Actual consumption was 81 lbs., so there was at least 4 lbs. of undeveloped potential in 1955. Projecting this to 1960, based only on what similar income groups actually consumed prewar, would indicate a potential of 91 lbs. per person. This is 12 per cent above the 1955 actual but it is 17 lbs. or 23 per cent above what the Department of Agriculture has forecast the beef consumption may be without promotion. Again, the USDA anticipates that by 1960 or 1962 there will be a drop in beef consumption to 74 lbs. per capita from the 81-lb. level of 1955.

"Beef producers should ask themselves whether this drop is necessary. Shouldn't the sights be raised to the minimum goal of at least having people in present day income groups consume as much beef as people in the same income groups did prewar? If this goal were set as a minimum it would mean a 23 per cent better market per capita than the producers can look forward to on the basis of Department of Agriculture studies. Such an increase in consumption would not mean borrowing from other meats or depressing their opportunity. It has been shown that total meat consumption could

increase substantially. Thus, all forms of meat could benefit by increased promotion without damage to the market of individual types."

MORE POUNDS, MORE VALUE: Johnson then made another projection on two bases: first, on the basis of physical consumption in pounds as indicated by a possible shift in habits in line with income distribution—a shift that could be encouraged by promotion, and, second, in terms of value on the assumption that meat should have been able to maintain the same share of the disposable income that it had prewar.

"On the basis of physical consumption," said he, "this indicates an opportunity by 1967 for the sale of 62 per cent more pounds of meat and 46 per cent more pounds of beef than we consumed in 1955. That means an opportunity for building consumption in ten years to 43,000,000,000 lbs. of meat and 19,600,000,000 lbs. of beef compared with 26,600,000,000 lbs. of meat and 13,400,000,000 lbs. of beef in 1955.

"Looking at the potential value of consumption, if meat were to hold its 5.9 per cent share of disposable income, and beef its 2.7 per cent share, this would mean an increase in value of consumption of 84 per cent for total meat over 1955 and 59 per cent for beef. This surely points to opportunity for greater returns to both producers and processors."

DOLLAR BATTLE: Pointing out that the competition for the increased spending power on the consumer is becoming intense, and that the meat industry must recognize that increasing sums are being spent to influence the consumer to do other things than eat meat, Johnson stated:

"The amount of advertising influence directed to the U. S. consumers to change their habits and ideas of living has gone from approximately \$2,000,000,000 in 1940 to the neighborhood of \$10,000,000,000 in 1956. In just the last six years, when there has been relatively little change in prices or the value of the dollar, the total of advertising influence directed to the consumer has increased 75 per cent from \$5,700,000,000 in 1950 to \$10,000,000,000 in 1956. On a per capita basis, this has been an increase from \$38 per person to \$60 per person. This sort of educational effort on the part of other producers of goods and services in the nation has, of course, had a real influence in increasing the sales

of a great many advertised products both in dollar volume and in actual physical units. Unless the producers of meat recognize these influences which are bringing about changing living habits it is quite possible, and indeed probable, that meat will continue to slip as a share of the consumer's dollar.

"The whole meat industry should recognize the opportunity that exists for substantial increases in demand for meat of all kinds—an opportunity for an increase both in physical consumption and in the total value consumers will be willing to allot to meat out of their growing incomes. Changes in our economy with movements of mass millions of persons upward in family income and in discretionary spending power make these increased meat potentials realistic.

"However, the whole industry also should recognize that it now will require substantially greater promotion and education to cash in on these growing potentials against the competition of other products and interests."

Earlier in his talk Johnson laid the groundwork for his startling conclusions by pointing out that by 1967 U. S. production of all goods and services will grow to over \$600,000,000,000, and that the total consumption of all goods and services can increase to over \$400,000,000,000 compared with \$264,000,000,000 in 1956. Prewar and postwar studies show, Johnson said, that per capita consumption of food increases with each gain in family income, and that the selection of foods of greater value (meat, dairy products, etc.) increases even more rapidly.

Noting that a 1950 survey indicated that while expenditures for food per family were only 38 per cent of the average for families in the income group under \$1,000, spending was from one-third above average to over twice the average for all families with incomes over \$5,000, Johnson emphasized that while there were only 6,400,000 families with incomes above \$5,000 (after taxes) in 1950, the number rose to 14,600,000 in 1956 and by 1960 is expected to be 22,800,000.

"This alone indicates the potential expansion of the market for food," Johnson declared. "If the families moving above \$5,000 were to take on the 1950 likes and habits of similar families, they would be spending from a third to double as much again to meet new dietary concepts. At a minimum, this means that there can be a market for food products 25 per cent greater in five years and 50 per cent greater by 1967."

Discretionary buying power of consumers—the amount of money available beyond what is needed for the basic necessities of food, clothing and shelter—has grown from \$27,000,000,000 in 1940 to \$163,000,000,000 in 1956, according to Johnson.

"That means," he stated, "that families moving to better income groups could take on the greater physical consumption of meat found prewar in similar income groups if they desired. The additional purchasing power is there even with higher meat prices.

"The facts show that meat, in 1955, cost one-third less than prewar in terms of minutes of work required to buy a pound of meat. In other words, meat is a real bargain in terms of today's discretionary spending power. Prewar, it took 28 minutes of a factory worker's time to buy a pound of meat; in 1955, only 19 minutes of work were required. That is 32 per cent less work time; 1956 figures would show a further decrease in cost of meat in relation to average hourly earning.

SLIPPING? Another factor that has contributed to complacency in the meat industry has been the fact that meat has had a fairly substantial increase in consumption

[Continued on page 50]

'KEEP AUTHORITY IN USDA'

Regulatory authority over the meat packing industry should be retained by the Department of Agriculture and a new unit should be set up within the Department to handle this responsibility, the American National Cattlemen's Association said in a resolution adopted at the close of the organization's convention at the Westward Ho Hotel, Phoenix.

The nation's largest association of cattle producers also reaffirmed its resolution passed more than two decades ago in support of a modification of the 1920 packer consent decree. The modification would allow national packers now bound by the decree to handle non-meat items and engage in the retail trade.

In other action, the American National voted to continue its beef promotion program, and, while not endorsing the pending bill to free auction markets from the P. and S. law, directed its legislative committee to work on the problem.

Transfer of the enforcement of the packer provisions of Packers and Stockyards Act from the USDA to some other federal agency is not "necessary or desirable," the cattlemen were told by M. J. Cook, vice president of the Chicago Union Stock Yard and Transit Co. and former P. and S. chief.

"If the packer provisions of the act have not been as aggressively enforced as have other provisions," Cook commented, "the fault lies not in the statute or with the agency charged directly with the act's enforcement. The Packers and Stockyards Branch of the Department of Agriculture is best qualified to enforce the packer provisions of the act. In my judgment, it would be a serious mistake to start parceling out to different agencies the responsibility of enforcing the various sections of the act, all of which are closely interrelated. Given a small increase in appropriations, the Branch can do the most effective and efficient job."

Noting that the livestock marketing picture has changed a lot since passage of the P. and S. law in 1921, with direct buying and auction sales now playing an important part, Cook asserted that the prices at which trading is done at such points are based, to some extent, on prices established at the central competitive markets. He commented:

"Although the decrease in the volume of livestock handled at the central markets has not been sufficient to impair their usefulness to producers as their price basing markets, thoughtful producers are beginning to wonder if further decentralization in livestock marketing may not have such an effect."

Cook outlined several factors which could improve the entire marketing system, particularly emphasizing the need for even distribution of receipts throughout the market week. He said that excessive cattle runs on Monday sometimes have been responsible for wider price declines than prevailing supply and demand factors would warrant. He reported that several central markets now have programs designed to bring about gradually increased cattle receipts on Tuesday and Thursday.

"The programs which appear to have made the most progress to date," Cook said, "have been those directed toward attracting greater volume on low receipt days by demonstrating greater buying support on those market days and thereby gradually rebuilding producers' confidence."



LEAFLET warns against puncturing pouch.



FIBERGLAS type-tape is used for sealing.



PROPER packing aids merchandising effort.

4-in-1 Carton Sells Wholesaler

BUILT-IN merchandising convenience for the wholesaler and the retailer is one of the major selling tools used by Chicago Corned Beef Corp., Chicago, Ill., to introduce its quality corned beef, which is packaged in institutional and consumer sizes under Papa David's Delicatessen and Senate brand labels.

In studying its market potential the firm's youthful management team of Donald and Edward Merdinger and Paul Rustin decided that packaging, designed to make the wholesaler's selling task easier, would give the firm a plus merchandising factor. Accordingly, in cooperation with their suppliers of shipping containers, they devised a four-in-one container that permits the wholesaler to move his prod-

uct in units of 10, 25, 50, 75 or 100 lbs. The wholesaler does not repack the product or even reweigh it, and he does his billing from the weight information entered by the original processor. The retention of brand identity to the ultimate consumer is an additional advantage of the new packaging technique, according to Ed Merdinger.

The packaging method involves two elements: the product pouch and the shipping container. For its product the firm uses the Cryovac package. The selection was made because of advantages gained for the wholesaler, states Don Merdinger. At normal meat storage temperature, the packaged corned beef has a shelf life of approximately three weeks, giving

the wholesaler greater flexibility in purchasing and stocking. Since the package is virtually shrink-proof, the weight entered at the plant can also be used by the wholesaler in his selling. The printed pouch identifies the original source to the consumer. Furthermore, each pouch carries a packaging date which is part of the firm's quality control system.

The second element in the packaging method is the four-in-one Zip-Pak shipping container used for the company's king size corned beef. The large carton holds four smaller shipping containers and each of these, in turn, holds two of the packaged corned beef briskets. Each of the pouched pieces of meat is marked with its individual weight, and each

TAPE ZIPS easily to split master carton into two sections holding two units each.

UNIT WEIGHT always faces up in split boxes permitting ready reshipment or inventory.

PARTNERS DON and Ed Merdinger and P. Rustin are photographed with product display.



of the smaller containers carries the combined weight of two pouches entered in space provided for this information on one end.

The four smaller containers are placed in the large unit in such a manner that when the bulk container is zipped open and separated into two cartons, each holding two smaller containers, the ends of the latter which carry the weight entries face upward. By simply recording the aggregate weight of the shipping container the wholesaler can reship his institutional size packages in multiples of one, two or three with no repackaging. If he has an order for one piece, he can remove it from a smaller container. The firm's institutional sizes are packaged in a range of 8-12 lbs. and 12-14 lbs., and, consequently, the wholesaler can fill any order from about 10 to 100 lbs. easily with no reweighing or packaging.

Inventory control problems are simplified because the unit weight is always in plain sight on the face of the shipping container.

The large Zip-Pak container has two plus factors of its own. It can be opened quickly and safely by pulling on a tab located at the center which splits the package in two halves, each of which carries the firm name. Furthermore, the four smaller containers are nested loosely in the Zip-Pak so that there is an air space around virtually all the contents which aids in keeping the product chilled. Before any product is shipped, it is held overnight in a cooler to chill the whole package to a point just above freezing. This extra precaution gives the product a margin of safety against some of the delays encountered in shipping, reports Paul Rustin.

For consumers, the firm vacuum packs corned beef briskets in a weight range of 2½ to 5 lbs. The pouched cuts are placed in a shipping container holding approximately 25 lbs. The net weight and the piece count are entered on the box end which has suitable squares for recording this information by stamp or crayon.

Management believes that this type of product is usually bought by size and, consequently, does not enter the weight on each package. However, the pouch has a place for this information if the retailer should desire to mark on the weight.

Each bulk container for consumer size packages includes a built-in merchandising kit. This kit contains wall and showcase streamers and a supply of recipe books giving complete cooking instructions for several dishes featuring corned beef. The streamers carry price islands. The recipe book-

lets are included since knowledge of proper cooking methods is essential in building repeat sales for corned beef, says Edward Merdinger. The booklet recommends the use of a pressure cooker for the meat, since this method reduces the time required to prepare the meal. However, conventional simmering time schedules are also listed.

As an added merchandising feature, the firm prepares its corned beef with two intensities of seasoning. The "Senate" brand is a mildly seasoned product, while "Papa David's" is a conventionally seasoned delicatessen item. The customer can select the product seasoned to his taste.

Each container includes a notice cautioning the retailer against perforating the pouch with price tags. The notice points out that such action will break the vacuum and shorten the shelf life of the product.

In its manufacturing operation the firm employs a follow-through quality control procedure that keeps track of each lot of product until it reaches the consumer. Each rough lot of briskets, as it is received in the boning

VIEWS ON modern packaging line show (top) overall picture of three-station operation; (center) hinged-mouth horn used in stuffing pouch, and (bottom) employee properly positioning brand legend.

room, is given a lot number. This lot number identifies the group of cuts through boning, curing and packaging. Curing putdown and pullout are recorded for each lot, as is handling in the boning operation, and the various yields are also registered. When the meat is packaged the lot number is coded on the individual pouches and on the shipping container.

In filling an order, the firm uses an eight-sheet, carbon pullout form. On one of these forms, the office manager types the customer's name, address and requirements as to product.

The shipping clerk enters on the form the net weight for each shipping container and its lot number. He also prints, with a suitable crayon-pencil, the name of the customer. When the order has been filled, the shipping ticket is returned to the office where the office manager rechecks the total figures with a calculator and then types in the information, including the lot number, on the multiple forms; one of these becomes the bill of lading that is glued to the shipping container. If the order includes more than one shipping container, the number of cartons is entered on the bill of lading and duplicate copies are made for af-

[Continued on page 33]



BETTER

Armour, Morrell, Tobin and Wilson reports on their 1956 operations, like the earlier ones of Cudahy, Hormel and Rath, show marked improvement in net earnings, profit per dollar of sales and stability. Net profit of Oscar Mayer & Company (see page 23) also increases.

Armour Profit Rises to \$14,654,110 in 1956; Dollar Sales, Tonnage Up

Net earnings of Armour and Company, Chicago, rose to \$14,654,110 in the 53-week fiscal year ended November 3, 1956, compared with earnings of \$10,107,614 in the previous 52-week year, Frederick W. Specht, president and chairman, revealed this week in the company's annual report to shareholders.



F. W. SPECHT

The 1956 year, which was the company's 89th, was one of "significant progress and improved results," he said. Sales increased 2.2 per cent to \$2,011,445,895, as against \$1,967,709,937 in fiscal 1955, and tonnage sales were up 7.8 per cent.

The net earnings, which include a special net credit of \$787,497, were equal to \$3.60 a share in 1956, compared with \$2.49 a share in 1955, and represent a profit of .73c per dollar of sales, against .51c per dollar.

"During the first half of the fiscal year, hog and cattle marketings were exceptionally heavy, resulting in lower livestock and meat prices and low unit operating costs," Specht explained. "Marketings were lighter, however, in the last half of the year and livestock prices increased more rapidly than the prices we could obtain for meat.

"The pattern of livestock marketings in 1956, and the price fluctuations which occurred, again illustrate the fact that results for interim periods in our industry are not necessarily indicative of results on an annual basis."

(Armour reported six-month earnings of \$10,486,811 in its mid-year report, issued in compliance with a Securities and Exchange Commission requirement. Specht cautioned against any projection at that time.)

"Some progress was made in 1956 in improving the low level of earn-

ings in our food operations," Specht continued, "but additional improvement can and must be made. Our earnings in beef operations were somewhat improved in 1956. Our greatest gain, however, was in pork operations which lost money in 1955 but earned a profit in 1956."

Armour has been plowing back its earnings into new facilities, plant betterments, a diversification program and debt retirement, and additional time will be required to complete this broad forward program, Specht explained. The board has declared a 10 per cent stock dividend, payable February 8, but because of the future plans, "it was deemed advisable to reconsider cash dividends at a later date," he added.

The Armour president reviewed several major changes made in 1956 to take advantage of opportunities to reduce expense and improve earnings. These included closing of The New York Butchers' Dressed Meat Co., New York City, because of adequate production capacity elsewhere, and

appointment of regional managers for the Pacific Coast and the Southeast, with headquarters at San Francisco and Atlanta, respectively, to be responsible for all procurement, production and sales operations of the company's food lines. Facilities at the Memphis plant were enlarged and it now can process both cattle and hogs simultaneously, and other improvements in meat processing and handling facilities were made at Armour plants in Sioux City, Green Bay, Eau Claire and National Stock Yards.

Armour management views 1957 as a "year of promise and further achievement," Specht concluded, pointing out that total livestock marketings should continue at a high level and the company's plants now "are better equipped than they have been in many years to turn out large quantities of high quality products more economically."

The consolidated statement of earnings and earnings employed in the business of Armour and Company and domestic subsidiaries appears below:

	53 weeks ended		52 weeks ended	
	Nov. 3, 1956		Oct. 29, 1955	
Income				
Sales, including service revenues	\$2,011,445,895		\$1,967,709,887	
Dividends from foreign subsidiaries	1,045,248		49,539	
Other income	1,285,018		1,189,040	
Total income	\$2,013,776,161		\$1,968,948,516	
Costs				
Cost of products, supplies and services	\$1,819,528,502		\$1,795,661,982	
Selling and administrative expenses	125,790,133		110,611,629	
Depreciation	12,954,675		13,065,281	
Contributions to employees' pension funds	6,092,100		5,692,653	
Interest expense				
Current debt	2,120,343		2,587,423	
Long term debt	6,915,843		8,998,107	
Miscellaneous reductions	1,678,558		1,929,490	
Taxes (other than income taxes)	14,736,282		13,161,783	
Provision for federal income taxes	9,728,000		8,754,000	
Provision for other income taxes	374,112		378,582	
Total costs	\$1,999,909,548		\$1,958,840,962	
Earnings				
Net earnings for the year	\$ 13,866,613		\$ 10,107,614	
Special credits or (charges):				
Adjustment of reserve for federal income taxes as a result of final settlement of 1946-1949 liability	1,500,000		—	
Separation pay and loss on disposal of closed units, less relative income tax reduction of \$977,000	(712,508)		—	
Net earnings and special items	\$ 14,654,110		\$ 10,107,614	
Earnings employed in the business				
At beginning of the year	134,187,054		134,079,440	
Excess of principal amount of 5% debentures issued over stated value of \$6 preferred stock redeemed	—		(10,000,000)	
At end of the year	\$ 148,841,164		\$ 134,187,054	

Morrell Reports Record Sales and Net in 'Year of Real Growth'

Net income of John Morrell & Co., Chicago, increased to \$2,908,639 in the fiscal year ended October 27, 1956, compared with \$2,712,589 in fiscal 1955, and was the highest recorded by the company since 1929. W. W. McCallum, president, disclosed this week in the annual report to shareholders.



W. W. McCALLUM

Terming the fiscal year one of "real growth," McCallum said dollar sales reached a new high of \$340,765,513, compared to \$336,053,082 in the 1955 year, and tonnage exceeded that of 1955 by 7 per cent, establishing an all-time record. The new high in dollar sales was achieved despite some decline in the price levels of meat and is attributable to the tonnage increase, he explained.

The 1956 profit is equivalent to \$3.60 per share and .85c per dollar sales, as against \$3.37 per share and .81c per dollar sales in 1955.

Dividends totaling 87½c per share were paid during the year, a disbursement of \$703,392, McCallum said. The net working capital of the company increased by \$3,979,086 during the year, and the ratio of current assets to current liabilities is 2.58, compared with 1.97 a year ago.

A plentiful supply of hogs and cattle, particularly during the first half of the year, resulted in high employment and sustained operations at all the company's plants, McCallum ex-

plained. Greater efficiency in production and distribution also contributed to the company's successful year.

During the year, the company acquired four properties which the Morrell president predicted "will contribute materially to our future success." He said these included a building on Chicago's west side in which sausage manufacturing and bacon slicing facilities are being installed and property in Estherville, Iowa, which was converted into a modern hog slaughtering plant that began operations December 3.

In addition, the company bought a meat packing plant in Fort Worth, Tex., and a canning plant in Vancleave, Miss. The latter plant had been canning the company's Red Heart cat food on a contract basis for the past three years. Since its purchase, the company has added the processing and canning of tuna to the operations of the Gulf Coast plant.

Expenditures for additions to property, plant and equipment amounted to \$4,212,000 in fiscal 1956, compared to \$1,972,000 during 1955.

The Morrell firm is continuing to follow developments in the frozen food field as they pertain to the industry, McCallum said, and, at present, is merchandising a full line of processed frozen food products and a limited line of frozen red meats. Facilities for processing and packaging frozen meats are adequate for current distribution, and the company is prepared to increase such facilities, the chief executive continued.

"Generally speaking," McCallum concluded, "the prosperity of our industry is dependent upon adequate livestock and a high level of consumer income. Although we anticipate somewhat lower livestock receipts in 1957, we feel that they will be sufficient for us to maintain a high volume of production, and indications are that we can expect a high level of consumer income during the year. We anticipate that 1957 will be a good year for our company."

The consolidated statements of income and income retained and invested in the business of John Morrell & Co. and domestic subsidiaries:

	Fifty two weeks ended October 27, 1956	October 29, 1955
Net sales and operating revenues	\$340,765,513	\$336,053,082
Costs and expenses:		
Cost of products, supplies and services	\$322,964,791	\$319,100,889
Selling, general and administrative expenses	9,716,331	8,781,551
Depreciation	2,250,456	2,052,165
Interest	475,296	515,898
Federal income tax, less loss carry-forward credits of certain subsidiaries	2,450,000	2,880,000
Total costs and expenses	\$337,856,874	\$333,340,493
Net income for the year	\$ 2,908,639	\$ 2,712,589
Income retained and invested in the business at beginning of year....	17,026,249	14,709,439
	\$ 19,934,888	\$ 17,422,028
Dividends paid—\$.87½ and \$.50 per share, respectively	703,392	595,779
Income retained and invested in the business at end of year	\$ 19,231,496	\$ 17,026,249

Tobin Profit of \$1,650,833 Equals 2.7¢ Per Dollar Sales

Net earnings of Tobin Packing Co., Inc., Rochester and Albany, N. Y., amounted to \$1,650,833 in the 53-week fiscal year ended November 3, 1956, compared with \$1,103,199 in the previous 52-week year, Frederick M. Tobin, president, announced this week in the annual report to the shareholders of the company.

The 1956 profit was equal to 2.71c per dollar sales and 1c per pound on sales tonnage, as against 1.86c per dollar and .78c per pound in



F. M. TOBIN

fiscal 1955. Earnings per share were \$1.94 in the 1956 year and \$1.30 in the 1955 fiscal year.

Sales amounted to \$60,972,761, an increase of 2.8 per cent over 1955, and the tonnage increase was 7.2 per cent, the president continued.

Tobin called attention to the fact that the company's earnings amounted to \$4,168,927 before deduction of the following taxes: federal income tax, \$1,948,134; New York state tax on income, \$212,367; social security taxes, \$212,389; real estate and personal property taxes, \$108,304, and other taxes, \$36,900, a total of \$2,518,094. In addition, he said, there were many hidden taxes that could not be segregated since they were included in the cost of operation.

This "very heavy tax burden on business," Tobin emphasized, points up "serious need for our government to curtail expenditures and lower taxes, not only for corporations, but also for individuals."

The Tobin company's earnings before taxes, the president said, were the best on record for the firm, better than it ever obtained from the operation of four plants. It was the third best year in the history of the company from the standpoint of net earnings after taxes.

The new plant additions at Albany and Rochester, completed in recent years, have been helpful in improving efficiency and operating results, the chief executive said.

At the end of the 1956 year,

Tobin employees numbered 1,914. In addition to direct wages, salaries and incentive payments, the president noted, the employees receive many other benefits, including payments made by the company for federal social security, state and federal unemployment insurance, pensions, group insurance, cafeteria service, rest periods, vacations and holidays.

The total wages, salaries and other employee benefits amounted to \$10,682,215 in the 1956 fiscal year, Tobin said, and \$2,155,497 of this figure represented hidden payroll costs for benefits other than direct wages, salaries and incentive payments. The hidden payroll costs amounted to 23 per cent of the regular payroll and were equal to 53.2c per hour worked by all employees, he explained.

Working capital at the end of the 1956 year was \$5,134,135, compared with \$4,676,416 a year earlier, and total liabilities were but 48 per cent of current assets, Tobin said.

The company looks for "even great-

	Fiscal Year Ended	
	November 3, 1956 (53 Weeks)	October 29, 1955 (52 Weeks)
NET SALES	\$80,972,761.23	\$59,813,939.01
Other income	63,828.20	98,506.29
	61,041,589.43	59,407,245.30
Less		
Manufacturing Costs, Packing, Shipping, Delivery, Selling and Administrative Expense		
Livestock, meats, ingredients and other merchandise	40,763,855.12	42,749,852.82
Salaries, wages, other compensation and social security taxes	10,047,508.01	8,840,177.14
Employee retirement fund contributions	210,000.00	167,000.00
Provision for depreciation	375,745.53	360,849.01
Other supplies and expenses	5,796,063.96	4,917,602.98
	57,193,172.62	57,085,481.96
Interest expense	47,217.75	64,601.50
Other deductions	202,232.63	27,101.67
	57,442,623.00	57,127,185.12
Provision for federal income taxes	3,598,966.43	2,280,060.18
	1,948,133.52	1,176,961.49
NET EARNINGS FOR THE YEAR BEFORE SPECIAL ITEM	1,650,832.91	1,103,198.69
Special Item		
Proceeds from life insurance on death of former officer (net)		59,500.00
NET EARNINGS AND SPECIAL ITEM	1,650,832.91	1,162,698.69
Earnings retained for use in the business at beginning of year	7,925,365.12	7,529,861.49
	9,576,198.03	8,691,960.82
Deduct		
Dividends paid on common stock (\$.90 per share in each year)	766,595.70	766,595.70
EARNINGS RETAINED FOR USE IN THE BUSINESS AT END OF YEAR	\$ 8,809,602.23	\$ 7,925,365.12

er consumer demand for high quality meat products and for continued

growth" of its business in 1957, he said in concluding his report.

Wilson 1956 Net Climbs to \$7,146,260; All Plants Profitable

Net earnings of \$7,146,260 for Wilson & Co., Inc., Chicago, for the fiscal year ended October 27, 1956, were announced this week by James D. Cooney, president, in his annual report to stockholders.



J. D. COONEY

Earnings per share amounted to \$2.83, compared with \$1.72 in 1955, when total net earnings were \$4,571,051. The 1956 net income averaged 1.2c for each sales dollar, against a figure of .7c per sales dollar a year earlier.

Cooney attributed Wilson's im-

proved showing to profitable operations of all the meat packing firm's food-producing divisions.

"Each of our meat packing plants operated profitably," said Cooney, "and combined net results of other units not directly associated with meat packing operations, such as the athletic equipment division, were also better than during the 1955 year."

Domestic sales in 1956 amounted to \$608,968,452, a 6 per cent drop from 1955 figures. Domestic sales tonnage was 3 per cent below 1955. Chief reasons for this decline were lower prices of beef and pork and the closing of Wilson's Chicago plant in the last quarter of 1955.

Included in the 1956 net earnings were dividends from foreign subsid-

aries of \$519,076, and \$132,476 interest. Dividends received in 1955 were \$183,447. In addition, \$740,000 has been received from foreign subsidiaries as payments on accounts due to the parent company. Net earnings of foreign subsidiaries in 1956 were \$1,764,215 compared to \$2,580,741 the previous year. Results of all foreign subsidiaries were profitable except for Argentina and a small loss in Germany.

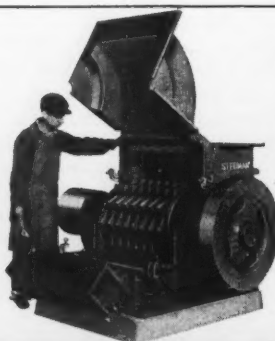
"Our program of modernization and expansion of plants and equipment has progressed satisfactorily during the past year," reported Cooney. "A new rendering and by-products plant in Chicago was completed in December and is in full operation."

"In our modernization and expan-

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sion program for our midwestern packing plants, several projects were completed at Omaha, Cedar Rapids and Albert Lea during the year and are now in use. Other projects in progress in Albert Lea and a building to be started this spring in Cedar Rapids will be completed in 1957 or early 1958.

"A program is under way for modernizing and expanding our gelatin plant at Calumet City, Ill. Wilson plans to replace, over the next ten years, its present fleet of steel-and-wood refrigerator cars with larger and more efficient all-steel cars. Delivery of 400 cars early in 1957 and 200 more cars in late 1957 or early 1958 has been arranged."

Cooney said an incentive compensation plan and a stock option plan for officers and other key personnel have been developed and will be submitted to the stockholders for consideration at their annual meeting on February 19, 1957.

The adequate, though somewhat smaller, supply of livestock indicated for 1957, coupled with high consumer purchasing power, should present ample opportunity for satisfactory earnings in the year ahead, Cooney concluded in his report.

The consolidated statement of income and retained earnings of Wilson & Co., Inc., and its domestic subsidiaries appears immediately below.

	52 weeks ended Oct. 27, 1956	52 weeks ended Oct. 29, 1955
Net sales and operating revenues	\$908,968,452	\$650,504,180
Dividends received from foreign subsidiary companies	519,076	183,447
Interest on securities and miscellaneous other income	298,179	85,171
	\$909,785,707	\$650,772,798
Less:		
Cost of goods sold, including outgoing freight and provision for replacement of "last-in, first-out" inventories but excluding items below	\$550,336,724	\$595,049,491
Selling, general and administrative expenses	38,491,227	38,579,194
Depreciation	2,573,303	3,279,624
Taxes (other than taxes on income)	3,144,072	3,235,295
Interest charges	907,358	1,173,852
Minority interest in net income of consolidated subsidiaries	51,763	50,381
Provision for federal taxes on income	7,135,000	4,840,000
	\$602,639,447	\$646,201,747
Net income for the year	\$ 7,146,260	\$ 4,571,051
Earnings retained at beginning of year	42,490,381	45,009,992
	\$ 49,636,641	\$ 49,581,043
Add or (deduct):		
Cash dividends declared—		
On preferred stock (\$4.25 per share in each year)	\$(850,345)	\$(867,240)
On common stock—\$.50 per share	(1,103,813)	—
3% stock dividend on common stock (market value of 64,766 shares)	(958,537)	—
Difference between recorded value and cost of preferred stock retired	(1,116)	37,762
Provisions for loss on sale of properties and extraordinary closing costs in connection with partial discontinuance of operations at Chicago plant	—	(9,275,000)
Federal income tax reductions applicable to above special charges for Chicago plant losses	645,005	3,484,216
Amount reserved for prior year's vacation expense (net of taxes)	—	(470,400)
Earnings retained and used in the business at end of year	\$ 47,307,835	\$ 42,490,381

Average Hourly Wage Rises To \$2.20 With 2c Pay Hike

The average hourly earnings of the nation's packinghouse workers rose to \$2.20 this week when a 2c-an-hour cost of living wage increase went into effect, according to Earl W. Jimerson, president, and Patrick E. Gorman, secretary-treasurer, Amalgamated Meat Cutters and Butcher Workmen, and Ralph Helstein, president of the United Packinghouse Workers of America.

The 2c increase, provided under escalator clauses of the union contracts, went to approximately 200,000 packinghouse workers.

Armour Warrant Holder Seeks to Stop Dividend

A suit to restrain Armour and Company from paying the 10 per cent stock dividend declared in December was filed in Superior Court in Chicago this week by Raymond J. Healy, Chicago, a holder of Armour

warrants. The dividend is payable February 8 to shareholders of record January 10.

The suit also asked that the dividend action be cancelled by the court or that additional common stock be set aside for purchase by warrant holders. Payment of the stock dividend would dilute the holdings of those who received debentures and warrants for common stock in exchange for preferred stock in 1954, when a preferred issue was retired, the suit asserted.

Financial Notes

The board of directors of Wilson & Co., Inc., Chicago, a Delaware corporation, has declared a dividend of \$1.0625 per share on its \$4.25 preferred stock for the period from January 1, 1957, to March 31, 1957, payable April 1, 1957, to stockholders of record at the close of business on March 18, 1957. A similar dividend on the preferred stock was paid by Wilson on January 1, 1957.

West Coast Prospects Look Good For 1957—AMI Head

Prospects for the livestock and meat industry and for meat eaters look "good" for the Pacific Coast region, Wesley Hardenbergh, president of the American Meat Institute, said this week at a meeting of Los Angeles area Institute members.

For 1957, the industry expects an output of a little more than \$27,000,000,000 lbs., which would be second only to last year's record high of nearly 28,000,000,000 lbs., Hardenbergh reported. This would break down to about 157 lbs. of meat per person, or 80.5 lbs. of beef, 63 of pork, 9 of veal and 4.2 of lamb and mutton, according to the forecast.

Federal Grading Charges To Be Increased Jan. 13

Increased charges for federal meat grading, to be made effective January 13, were announced by the USDA in the *Federal Register* of January 4. The new hourly rate will be \$5, compared with the present \$4.20.

For travel, 8c per mile will be charged. Grading on a weekly contract basis will cost \$200 for up to 40 hours. A per diem charge of \$12 a day will be made when graders are away from headquarters for more than one day.

The USDA said the increase is being made in compliance with the provision of law which requires fees charged to cover the costs of grading.

Safety Level In Meat Industry Remains Same

Highlights of the meat packing industry safety contest for the July-October 1956 period indicate that the accident frequency rate for these months was 7.93, the same as for the like period in 1955. According to the National Safety Council, meat packing section, 50 per cent of the reporting contestants worked with perfect records during August; for September, this figure was 51 per cent and in October, 47 per cent of the contestants worked without an accident, the report states.

It is interesting to note that some of the packing companies working the most manhours with perfect records were Albert F. Goetze, Inc., Baltimore, Md.; United Dressed Beef Co. of Brooklyn, and Peter Eckrich & Sons, Inc., Ft. Wayne, Ind. Other companies in this category were Plankinton Packing Co., Milwaukee; Wilson & Co., Inc., Los Angeles; Wilson & Co., Inc., Memphis, Tenn., and Swift & Company, Ogden, Utah.

New Sausage Patties Packed In 'Zip-Open' Fiber Can

A new product, Hickory Hill pork sausage patties, and a new package will be introduced this month by St. Louis Independent Packing Co., St. Louis. The patties are packaged individually pre-formed and ready for the consumer to fry.

Said to be a "first" in the meat field, the new package is a cylindrical fiber can with metal ends, featuring draw-string for zip-opening; aluminum foil lining for neat removal of patties and flavor protection; and re-

placeable cap for storage. The four-color label covering the entire fiber container was designed by Independent's agency, Gardner Advertising Co. of St. Louis, and is printed on Reynolds foil.

Urge Change So Some State Plants Can Ship Interstate

Two Wyoming agriculture officials have urged amendment of federal meat inspection laws to allow interstate shipment of state-inspected meat when state inspections are operated in a uniform manner and in harmony

with the federal inspection program.

The recommendation was made to the western interstate committee on agriculture by O. H. Engendorf, Wyoming deputy agriculture commissioner, and Dr. A. B. Knight, state veterinary meat inspector. They said that federal regulations work a hardship on small processors by virtually eliminating the possibility for them to ship interstate.

FDA To Study Background Radioactivity of Foods

The Food and Drug Administration has begun a continuous survey of the radioactivity of selected foods produced throughout the United States, FDA Commissioner George P. Larrick announced.

He said the program's objective is to determine the naturally occurring "background radioactivity" in staple foods from different geographic areas and then to monitor these foods for any changes in radioactivity which might be caused by weapons testing and other atomic energy applications.

There is no evidence now of any significant radioactivity in the food supply but the FDA wants to be "prepared scientifically to protect the public in the event this should ever be necessary," Larrick explained.

Pennsylvania High Court Upholds Trading Stamps

Pennsylvania's "fair trade" act is not violated by the use of trading stamps by merchants, that state's Supreme Court ruled in upholding dismissal of a suit brought by five retail druggists.

"The giving of trading stamps may be regarded as nothing more than the equivalent of a normal cash discount, which is merely a term of payment and not a price reduction," the court said.

Trading stamps, it concluded, "cannot be regarded as cutting prices any more than free delivery service or free parking could be so regarded."

Fats' Role in Nutrition To Be Oil Chemists' Topic

Three symposia are being arranged for the 48th annual meeting of the American Oil Chemists' Society, to be held at the Roosevelt Hotel, New Orleans, Monday through Wednesday, April 29-May 1, with R. M. Persell as general chairman and R. T. O'Connor as program chairman.

They are "Fats in Nutrition and Health," Tuesday morning; "Unit Processes and Operations," Wednesday morning, and a third on technical safety, time to be announced.



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[Continued from page 27]

fixing to the boxes. Each of these duplicates carries the lot number from which the order was filled, so that the identity of the lot is still retained upon resale in smaller consumer sizes. Management states that this system provides a double check on its own operating procedure since every step is scrutinized by management.

In the packaging operation, the meats are drained in perforated tank trucks and are then brought up from the curing cooler and dumped on a drained stainless steel holding table. One operator takes the pieces and inserts them into the pouch with the aid of a hinged-mouth horn. The pouch then travels to one of three vacuum pulling and crimping stations. The pouch neck is held on the exhausting nozzle with the left hand which permits the operator to make minor adjustments in position with his right. This method of working makes it possible to place the printed message squarely over the face of the brisket. The vacuumized pouches are crimped and placed on a conveyor which carries the pouches under the coder and into the shrink tunnel where the temperature is controlled.

The shrink tunnel, in turn, discharges the product onto a packoff table near the scale. As the containers are assembled they move on a conveyor to the tape closure station. The shipping containers are sealed with a fiberglass industrial tape that is virtually tear proof. The containers are then placed on shelf trucks for storage in the chill cooler.

The firm also ships corned beef in brine in 50- 100- and 200-lb. lots in fiberboard kegs with plastic-impregnated liners. The keg is an expendable container that is easy to handle and eliminates the bother of reclaiming and cooping.

All the shipping containers feature the firm's brand mark in bright colors. All carton containers also caution the customer to refrigerate the meat.

Food Chains Expect 6.7% Sales Increase in 1957

The nation's food chain operators, riding the crest of a 7.4 per cent sales increase in 1956, expect an average 6.7 per cent rise in volume in 1957, according to a year-end statement which was released by John A. Logan, president of the National Association of Food Chains.

The 1957 estimate, Logan explained, is the average based on forecasts by member companies of NAFC. When their own companies

are analyzed, they show expectations of an average sales increase of 5 per cent for stores existing today. However, this estimate jumps to about 12 per cent when sales of new stores now under construction or planned are included in the estimate.

The figures, the chain spokesman added, are based on a sample of the food chain industry representing companies operating 6,068 chain supermarkets, doing an annual business of \$5,200,000,000, about one-third of the total.

The profit picture for the food chain industry is pretty much stabilized at 1.2c on every dollar spent in the food chain store, Logan said. The remainder of the food dollar goes to pay for merchandise, the cost of operating the store and taxes.

The remarkable stability which has characterized food prices during the past two years, Logan pointed out, is expected to continue into 1957, although rising consumer incomes, coupled with slightly smaller supplies of some food products, particularly meat, indicate that demand may exert some upward price pressure during the early months of the new year.

However, customers are expected to continue using some of their higher incomes for additional processing and service—"built-in maid service foods"—which may offset somewhat the effect that stronger demand might otherwise have on food prices.

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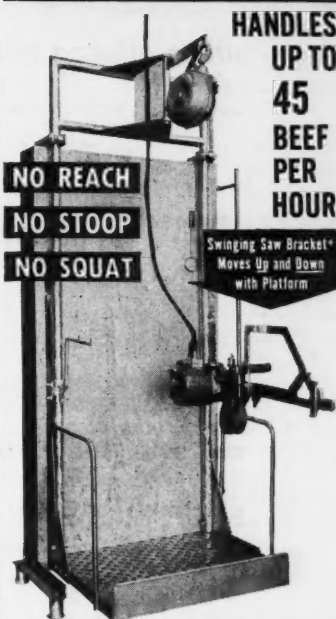
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The Meat Trail...

AMI Gold Emblem Awarded To Stoppenbach President

FRANZ TENSFELDT, president of Stoppenbach Sausage Co., Jefferson, Wis., has received an American Meat Institute gold service emblem in recognition of 50 years of service in the meat industry, and EUGENE FRATTINGER, the company's night superintendent, received a silver emblem for 25 years in the industry.

Tensfeldt came to the U. S. in 1913 after serving his meat apprenticeship in his native Germany. After working for several packers and running his own meat market, he operated Janesville Sausage Co., Janesville, Wis., for nine years until he and his associates took over the Stoppenbach company in 1932. Tensfeldt has been president and general manager since that time.

Frattinger served two years with another packing firm before joining the Stoppenbach organization.

Ten employees of the combined Stearns meat packing companies of Maine and two employees of the New York City plant of J. S. Hoffman Co., Inc., also have received AMI silver emblems. The Stearns companies are Stearns Packing Co. and Stearns, Inc., both of Auburn, and B. D. Stearns, Inc., Portland, which employ a total of more than 100.

Among Stearns personnel honored by the AMI were BERNARD D. STEARNS, founder and treasurer of B. D. Stearns, Inc., who has been in the industry 36 years, and HARRY P. WATKINS, assistant manager of Stearns Packing Co. The first Stearns company was started in 1946.

Recipients of the silver emblems at the Hoffman concern were THOMAS R. BEHAN, manager of the export department, and JOHN KELLY, manager of the shipping department.

Big Centralized Warehouse Being Built by Roegelein

Roegelein Provision Co., San Antonio, Tex., has begun construction of a 5,000,000-lb. capacity meat storage warehouse adjacent to the company's main plant at 1700 S. Brazos st. WILLIAM ROEGELEIN, president, said growth of the firm over the past few years has made it necessary to store packed meat in other cities. The new warehouse will alleviate this situation. The modern freezer plant will be completely mechanized and a low temperature of -30° F. will be possible, the Roegelein president said.

Packer Wins Fight to Build New Plant Inside Houston

Freedman Bros. Packing Co., Houston, Tex., has won its long fight to build a new \$600,000 packing plant within the city limits of Houston. The Texas Supreme Court declined to review the city's appeal from a judgment ordering the city to grant a building permit to the company.

SAM FREEDMAN said he plans to start construction of the new plant on a three-acre tract bought from the Port City Stockyards, near the company's present plant, which is situated at 4905 Calhoun rd.

The Galveston Court of Civil Appeals had held the Houston city council has no right to withhold a permit for the building of an abattoir because of an objection to its location, when the proposed structure meets with building code requirements. The city appealed to the Galveston court a year ago after a lower court issued an injunction ordering the city council to issue the building permit.

Freedman resorted to the courts after the city council adopted a series of delaying tactics to postpone action on the company's application, filed in August, 1955, as it has on all such applications received over the past three and one-half years from persons seeking to build packing plants.

The city's packinghouse area is near, but predates, the University of Houston, which has led the opposition against new plant construction.

PLANTS

Star Packing Co., Los Angeles, is now started on a \$250,000 modernization and expansion program at its 4100 E. Bandini blvd. plant. The firm is installing a new killing floor to handle an all-beef kill. The two-bed floor is expected to handle 175 head per day. In addition, there will be a new cattle cooler for 500 head and a new hot box with a 125-head capacity. "When the job is completed, some time in early March, we'll have a 99 per cent new plant," said HARRY SALTER, who is co-owner with his brother, FRANK. HARRY OLSON, architect, designed the layout.

Fire swept the main storage room and warehouse of the Stark, Wetzel & Co. plant at 602 W. Ray st., Indianapolis, recently, causing damage estimated at \$100,000 by GEORGE W. STARK, company president. Firemen said the blaze started among packing materials stored in the room. The cause was not determined.

Bergman Packing Co., Griggsville, Ill., has begun operation of its new 8,400-sq.-ft. processing plant at nearby Pittsfield, Ill. RICHARD BERGMAN, sr., president, said the new plant is designed to meet both state and federal standards. Bergman and his sons previously were partners in the Griggsville business. The expansion was financed through a stock subscription, and the former partners now are officers in the new corpo-



GIANT USINGER ELF, trade figure of Fred Usinger, Inc., Milwaukee, is attracting attention of thousands of motorists to sausage company's products in highway-city outdoor advertising program recently developed in Milwaukee. Elf featured in three-dimensional painted cutout has an area of 400 sq. ft. Two such figures are to be moved to new key Milwaukee locations each month on a rotating bulletin plan. Shown in front of the display shortly after its erection are Frederick D. Usinger, president of Fred Usinger, Inc., and Charles B. Burkhart, president of Cream City Outdoor Advertising Co., Milwaukee, designer and builder of the bulletin.



This little pig went to market —and how!

Last year the American Meat Institute launched the "Big Pork Push" with full-color ads in *The Saturday Evening Post*. One hundred sixty retail organizations (including the nation's 15 largest chains!) — over fifteen hundred supermarkets in all — tied in with this promotion to do one of the biggest selling jobs in the history of the meat industry.

Now A. M. I. announces a second "Big Pork Push" slated for January-February, again spearheaded by full-page, full-color ads in *The Saturday Evening Post*. Alert your sales organization now to the sales potential of this nationwide promotion, designed to help sell more pork when it is in peak supply. Take advantage of the tremendous consumer impact of the sales-starting ads in the *Post* in combination with colorful stopper displays planned for more than fifteen thousand stores from coast to coast.

Remember that each week more than five million extra-responsive families read, remember and respond to food advertising in *The Saturday Evening Post*—America's greatest family magazine.

America reads the Post

ration. The sons are: RICHARD, JR., vice president and sales manager; ROBERT, secretary and office manager, and JAMES, treasurer and cooler manager for the company.

J. B. Tow Meat Co., North Hollywood, Calif., has merged with Martin Meat Co., Inglewood, Calif. All operations of the combined firms are under the Martin name at the Inglewood plant. New partners are MARTIN KLEIMAN, GEORGE TOW and JACK BISON. The firm does some fabricating and supplies hotels and restaurants.

Midwest Packing Co., Omaha, has taken out a \$55,000 building permit for its new plant under construction at 3120 "G" st. in that city. GILBERT STRALEY, a partner in Midwest, said the firm expects to move into the new plant next fall. The present plant is at 4823 S. 27th st.

Two new owners, G. L. NEAL and MAX MARSHALL, have joined BILL CREWS in the operation of Crews Abattoir, near Mayodan, N. C., and the firm name has been changed to Mayo Packing Co. An office building and a 60 x 40-ft. cooler and cutting room are being added to the present plant.

Garden City Packing Co., Garden City, Kans., has opened a retail market. F. H. GUYER, packing company manager, said most of the meat for the new store will be furnished by the Garden City plant. Guyer's son, LESTER, will be manager of the store.

Articles of incorporation were filed recently by Nebraska Meat Supply Co., Omaha, as a meat and frozen food distributor. Authorized capitalization is \$100,000. Incorporators of the concern are HERBERT STEINHAUSEN and HOWARD ROSS.

H. G. Parks, Inc., Baltimore, has been chartered in the state of Pennsylvania. A certificate of authority was granted for the selling, storing and distribution of food products, especially fresh pork sausage. Registered Pennsylvania office is at 319-21 N. Preston st., Philadelphia.

E-Z Steak Co., Allentown, Pa., has purchased a one-story building at 1617 Sumner ave. in that city and will move its frozen meat processing business there after the building is remodeled, ISADOR HEICKLEN, owner and operator, announced.

CHARLES DUCKER, former meat market proprietor in Mitchell, Ind., has established a state-inspected slaughterhouse and meat processing plant at the junction of Highways



RADIO CAMPAIGN being undertaken in metropolitan New York by L. B. Darling Co., Worcester, Mass., acquires two popular personality programs as Leonard Berkowitz (center), general manager of the frozen meats concern, signs contract to sponsor John B. Gambling (left), "host" of WOR-Radio, and Martha Deane (right), commentator. Standing are Al Byra (left), account executive with Blaine-Thompson Co., Inc., New York City, Darling's ad agency, and Bill McCormick, general sales manager of the radio station. Darling also will advertise its Delicious brand Freeze-O-Vac meats on the Ted Brown show over Station WMGM.

37 and 50, midway between Mitchell and Bedford, Ind. Nine persons are employed in the 40 x 70-ft. concrete block plant.

HARRY RUBEN, president of Sav-On Meat Co., Inc., Los Angeles, resigned from the corporation and now is operating under the name of Harry Ruben Quality Meats. The new firm, with six employees, is processing kosher-style meats at a plant shared with Highland Meat Packing Co., 1150 N. Highland ave., Los Angeles.

JOBS

Modern Meat Packing Co., Norwalk, Calif., has announced executive changes at its Long Beach, Calif., sausage kitchen, the former Selma Dressed Beef Co. plant. New general manager is BEN WEISSENBERG, who served in the same capacity at the Los Angeles plant of Hygrade Food Products Corp. MEL ALDERMAN now is sales manager at Long Beach, replacing GLEN DONOVAN, who was transferred to the firm's headquarters in Norwalk.

Organization changes in the sales department of the Ottumwa plant of John Morrell & Co. put four men in positions of new responsibility. Announcement of the changes was made by V. M. KLEESPIES, sales manager. C. A. SCOTT, sales manager of the company's metropolitan division, is being transferred to Chicago, where he will be associated in sales work under R. I. PETERS, manager of the Morrell company's subsidiary plants

in that city. G. D. HAYENGA, formerly manager of the Ottumwa sausage sales department, succeeds to Scott's position as manager of the metropolitan sales division. DONALD J. ALDERSON, formerly assistant manager of the sausage sales department, is now manager of the department, and JAMES E. FRISINGER has been named assistant sausage sales manager.

PERRY KIDDER has been named head hog buyer at the Wilson & Co. plant in Cedar Rapids, Iowa. He previously supervised hog buying for Wilson at Lincoln, Neb.

WILLIAM CLASS, cattle buyer for Coast Packing Co., Los Angeles, resigned from the company to become general manager of National Meat Packers, Inc., National City, Calif.

TRAILMARKS

WILLIAM N. STRACK, general counsel for Swift & Company, Chicago, has been elected a vice president of the Association of General Counsel. The national organization is made up of top legal representatives of about 50 of the largest industrial firms in the U. S.

Dr. WILLIAM H. BASSETT, MIB inspector in charge at Allentown, Pa., has been transferred and promoted as inspector in charge at Ottumwa, Iowa, succeeding Dr. CHARLES BARNES, who was transferred to Salt Lake City.

EDDIE WILLIAMS, president of Williams Meat Co., Kansas City, Kans.,

has been elected president of the Saddle and Sirolo Club of Kansas City, Mo. The club was founded in 1941 to promote the American Royal Livestock Show and to maintain interest and enthusiasm for the show throughout the year. Williams formerly was vice president of the club.



E. WILLIAMS

LEON H. BRACHMAN, treasurer of Rosenthal Packing Co., Fort Worth, Tex., has been elected president of the Jewish Federation of Fort Worth and Jewish Social Service Agency. He previously was vice president of the federation. Brachman also is president of the Fort Worth Foundation for Visually Handicapped Children and the Zionist Organization of America, Fort Worth district, and is chairman of the TCU district Camp

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Fire Girls. In addition to his Rosenthal post, he is president of an oil company and secretary-treasurer of a chemical firm.

A new brokerage firm in Los Angeles is Personett Sales Co. Owner M. D. (DOC) PERSONETT previously worked for John E. Staren Co. in Los Angeles. His new sales brokerage operation is serving the meat industry in Southern California, with some activity in the northern section.

Appointment of MAX K. JOHNSON as chief and B. GRANT HILLIS as assistant chief of the California bureau of market news has been announced by W. C. JACOBSEN, director of the California Department of Agriculture. Johnson, formerly assistant chief, succeeds GEORGE K. YORK, who retired after serving as chief of the bureau for many years. Hillis previously was a bureau marketing specialist. The bureau, in cooperation with the USDA, maintains market news offices throughout California.

Morrell-Felin Co., Philadelphia, has appointed Lewis & Gilman, Philadelphia advertising agency, to handle its advertising. The agency previously served John J. Felin Co. from 1948 to 1955, when Felin was purchased by John Morrell & Co.

H. L. SWIFT, head of the training division of the industrial relations department, Swift & Company, Chicago, has been awarded the "Silver Beaver," highest recognition conferred by the Boy Scouts of America. The award is given for noteworthy service of exceptional character to boyhood. Swift has been active in Scout work for 15 years.

ALBERT G. BOHACHE, personnel manager of H. H. Meyer Packing Co., Cincinnati, has been installed as worshipful master of Enoch T. Carson Lodge No. 598, F. and A.M.

Among firms which have helped Hungarian refugees settle in new jobs in this country is Strauss Bros., Milwaukee. FRANK EKKER, 52, and his nephew, JOSEPH, 20, who were in the first group of refugees to arrive in Milwaukee, now are working in the Strauss Bros. plant as veal boners.

THOMAS G. CHAPLIN, 58, a former manager of Swift & Company units at Garden City, Kans., Mount Vernon, Ill., and Lexington, Ky., died recently in Kansas City.

WILLIAM G. HERPICH, 67, a former division manager at Swift & Company, Chicago, died January 6. He had been with Swift 48 years when he retired two years ago.

Flashes on suppliers

THE VISKING CORP.: Stockholders of this Chicago company have approved purchase of its assets by Union Carbide and Carbon Corp., New York. The merger became effective December 31, 1956, and Union Carbide is setting up a new division to be known as Visking Company, according to management.

BARLIANT & COMPANY: FRED C. BIGHAM has been appointed sales manager of the expanded new equipment department of this Chicago company. Bigham is the former owner of Bigham Food Products Co. of Chicago and more recently has been associated with Hygrade Food Products Corp. He is well acquainted with the manufacturing and processing of meat products.



F. C. BIGHAM

B. H. BUNN CO.: Effective January 1, 1957, Mailers Automatic Enclosing Service, Seattle, represents this Chicago company in the state of Washington. O. WENDELL SPENCER will be in charge.

THE DIVERSEY CORP. BLAND B. BUTTON has been appointed vice president of sales for this Chicago company. Prior to his appointment, Button served as general sales manager and was responsible for the sales and office operations of the firm's eight regional sales divisions. He has been associated with Diversey for 17 years and succeeds W. E. NOYES.



B. B. BUTTON

HAGAN CORP.: Effective January 1, 1957, the corporate name of this Pittsburgh, Pa., company became Hagan Chemicals & Controls, Inc.

MINNEAPOLIS - HONEYWELL REGULATOR CO.: Plans for construction of a 120,000-sq.-ft. building to house manufacturing, sales, research, development and administrative facilities of the valve divisions at Fort Washington, Pa., have been announced by the management of this Minneapolis company.



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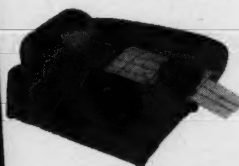
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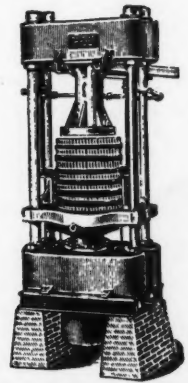
If you were in Business 50 years ago

You Remember Meat Was Delivered

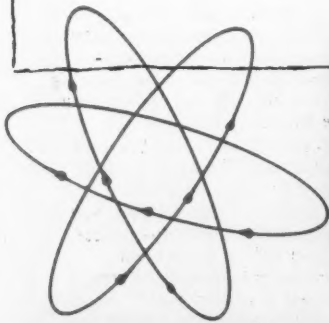


and Cracklings Were Pressed

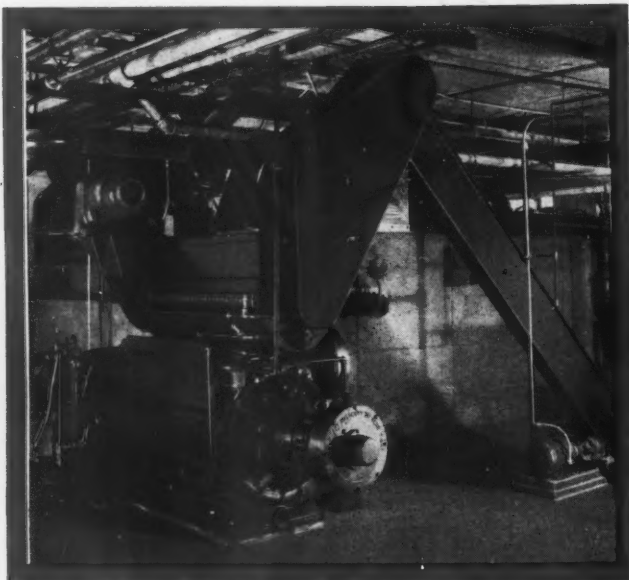
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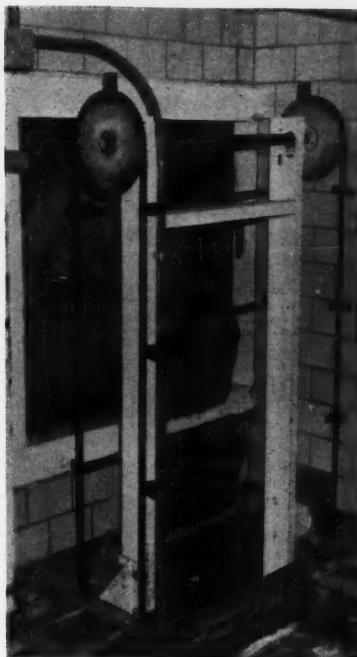
DOWN They Go to Basement Packing Room In a Space-Freeing MOVE

A PRODUCTION increase to an unexpectedly high level in a sausage plant less than two years old presented its management with a problem which made necessary early changes in a model layout.

While facilities for bringing about an efficient increase in physical output were readily available, the shipping and order cooler became so crowded that immediate relief was necessary. Under these conditions, management of the Des Moines Packing Co., Des Moines, Ia., came up with a solution that provides more space for shipping by moving the packing operation to the basement. At the same time, provision was made for vertical movement of the sausage with minimum labor. The weekly transfer of 40,000 lbs. of wieners and considerable other product was involved in the shift.

The first step in preparation for the move was the concentration of materials scattered about a large dry storage area in the basement. Concrete walls were erected around a cleared space under parts of the hanging cooler, spice room and sausage kitchen to make a room large enough for relocation of the packing department. The main elevator of the plant was included in the enclosure. Inner wall surfaces of the room were finished in white glazed tile and other facilities were brought into conformity with the federally inspected character of the establishment.

Then, on the first floor, an opening was made in the concrete wall between the spice room and the holding cooler. Under the opening, and in the



spice room, a 2½ x 4 ft. hole was cut in the floor to permit the installation of an ingenious lowering device made by plant mechanics. This adaptation of a bucket type conveyor was designed by mechanical supervisor Fred Clark to lower speedily large quantities of wieners to the basement with little manual effort. Overall length of the conveyor is 11 ft. It rises 4 ft. above the spice room floor and extends down into the basement to deliver product onto a slideaway unloader made of tubing.

Construction of the conveyor is not complicated. A simple channel iron box frame is equipped with ¼-in. rotating shafts mounted across the top and bottom. Twelve-inch sprockets are fastened at the ends of the shafts to accommodate continuous bicycle type chains which travel on both sides of the frame. The pitch of the chains is ¾ in. and the spacing between sprockets is equal to the length of a smokestick. Small bucket-like containers are welded to the chains

ABOVE: Loaded smokesticks are handed through spice room wall onto the conveyor. Note curb around floor opening and compactness of the elevator. **RIGHT:** Employee removes sticks of product from slideaway unloader and places them on racks. Push-button control is by girl's hand. The motor drive is neatly arranged and readily accessible.



VIEW OF ONE END of relocated packing department where wieners are being loose wrapped in 3-lb. bags. Peelers are in right background; elevator is in left background.



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The photo above shows a typical GEBHARDT installation in a Beef Holding Cooler.

Each GEBHARDT Unit is doing a more effective job because there is more effective coil surface per ton of refrigeration in a GEBHARDT Controlled Refrigeration Unit than in any other cooling unit made.

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to hold the ends of the loaded sticks. These receptacles are attached to the individual chains in horizontally opposite positions and are spaced vertically at suitable intervals to allow clearance for linked wieners hanging from the smokesticks.

Power is supplied to drive the conveyor at 40 feet per minute by a 1/4-hp. gear-reduction motor which is connected by smaller sprockets and a chain to a central position on the

the basement, a girl lifts the sticks from the waist-high automatic unloader onto adjacent racks for temporary storage, or delivers the wieners directly to the peeling machines for the start of skinning and packing procedures. After skinning, the wieners drop onto a moving-top metal table for transport to nearby stainless steel tables for loose packing or to be carried further along to a Corley-Miller wrapping table for more de-

AMA Personnel Conference To Cover Many Problems

Current issues in labor relations, newest techniques in personnel administration, personnel problems resulting from mergers, acquisition and decentralization, and the scope of employe communication are some of the subjects to be discussed at the American Management Association's mid-winter personnel conference February 13-15. The conference will be at the Palmer House, Chicago.

A panel under the chairmanship of J. C. Clamp, personnel manager, Armour and Company, Chicago, will tell what kind of college graduates industry can expect in 1957 and the years immediately following, and what to expect in new labor legislation. Speakers will be Dr. Harlan Hatcher, president, University of Michigan, and F. L. Hartley, Washington, D.C., attorney and former congressman.

At a luncheon on February 14, James F. Stiles, jr., chairman of the board and treasurer, Abbott Laboratories, will give an address on what to tell employes about the company and why. Complete program information is available from the American Management Association, 1515 Broadway, New York 36, N.Y.



OPEN ENDS of filled bags are twisted and secured by Scotch tape which is easily fastened by aid of a fast-acting sealing device. The bags then go into shipping cartons.

lower shaft. The motor is controlled by push-button switches installed at both upper and lower levels.

During operations, loaded smokesticks are handed from cages in the hanging cooler onto the conveyor which is loaded while in motion. In

tailed wrapping. Packed cartons are closed by Bostitch hand staplers and raised to the shipping department on the large-size main elevator.

The girls in the photograph above are packing wieners in 3-lb. bags, 12 of which form a carton.

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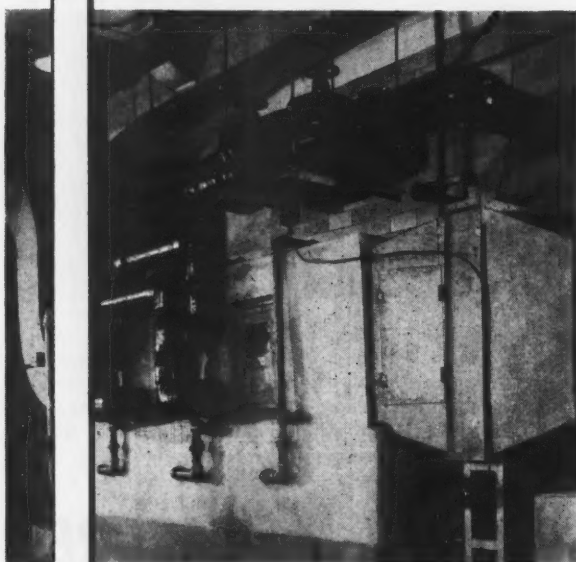
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Literature

Adjustable Steel Shelving (NL 188): Adjustable open and closed shelving of many sizes is illustrated in an attractive catalog which also contains a shelf capacity chart. Included are a floor plan, elevation drawings and instructions on how to plan installations.

Loading Dockboards (NL 197): A new four-page catalog explains and diagrams features of an automatic dockboard which comes in a recess or packaged model. Installation methods and the percentage of grade elevation are included in information which covers maintenance and operating procedures.

Heavy Duty Cooling Towers (NL 195): A 12-page catalog, which covers a complete line of cooling towers for air conditioning and refrigeration applications, describes and illustrates construction features and component parts in details. The book includes selection and dimensional charts and mechanical specifications.

Determining Packaging Needs (NL 199): A 28-page pamphlet provides a convenient guide to manufacturers in determining the type of corrugated container required to package various products. Some points covered are shipping rules and regulations, product weight, value, size, perishability, etc.

Plant Sanitation (NL 200): A folder, which gives information on detergent concentrations, water temperatures and general directions for more than 25 equipment and general cleanup functions, also reviews the procedures employed in tripe and hog scalding.

Literature Index (NL 203): A 20-page index bulletin covers catalogs, bulletins, specification sheets, illustrated lectures and articles of a complete line of industrial instrumentation equipment.

Automation in Rendering (NL 204): Flow charts of all rendering processes as well as line drawings of rendering equipment are contained in a 16-page, three-color book. Specifications and tables of dimensions for melters, extractors, presses, cookers, and dryers are included. Accessory equipment is listed also.

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MEATS

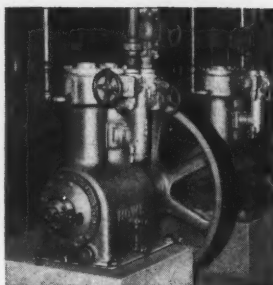
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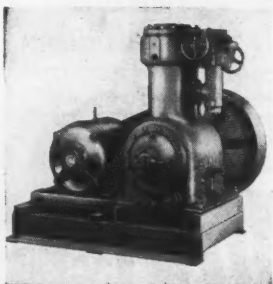
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Meat Merchandising Parade

Pictorial and news review of recent developments in the field of merchandising meat and allied products.



NEW TYPE of cellophane overwrapped "Look-Pak" for frankfurters is being used by Christman Sausage Co., Minneapolis, for its Old Tyme skin-on wieners. Supplied by Marathon Corp., Menasha, Wis., package is said to have extra strength to hold up during rough handling often encountered in self-service display and storage.



GOLD SEAL pure pork sausage, wrapped in gold colored aluminum foil, has been introduced by Braun Bros. Packing Co., Troy, Ohio. This is said to be the first time that sausage has been packaged in gold aluminum foil. Braun Bros. claims that foil guards the flavor of the meat far longer than ordinary packaging methods and lengthens product's refrigerated shelf life. Gold Seal sausage also has a new "wake-up flavor," according to the company. Distribution area includes parts of Indiana, West Virginia, Kentucky and Ohio.



IN LINE with the current trading stamp trend, Wilson & Co., Chicago, has developed a plastic shopper's wallet as a promotional premium for Ideal Dog Food. The wallet is designed to hold stamps, coupons, shopping lists, etc., and has two compartments, one a frosted plastic which permits easy visibility. Four Ideal labels and 10¢ are required to obtain premium wallet.



REUSABLE PLASTIC container is being employed by Luer Packing Co., Los Angeles, for packaging its braunschweiger spread. Transparent container affords good product visibility while opaque lid protects against fading and provides space for product identification, list of ingredients, weight and price. Southern California Plastics Co., Glendale, is the package supplier. Automatic closure equipment has been developed to affix opaque lid to container.



SOUTHERN INFLUENCES are incorporated in design of recently adopted Jamestown bacon wrapper, Luter's smoked sausage wrap and Luter's pork sausage bag of Smithfield Packing Co., Inc., Smithfield, Va. Jamestown bacon wrapper is designed in bright orange red, white, yellow and black. Main emphasis in design of this wrap is to advance brand name. The Luter smoked sausage wrap and pork sausage bag bear a similar design; packages illustrate a jovial mammy cooking the tasty sausage. Predominant coloring is red, yellow, white, and black. Smoked sausage package features a lot of clear area, while pork sausage bag has a white background to convey idea of cleanliness. Designer and supplier of the packages is Milprint, Inc. of Milwaukee, Wis.



"DON'S PRIZE" frozen meat products in institutional size cartons are being marketed by Frozen Meat Packers, Miami, Fla. A complete line of individual sized steaks is featured. Two-color cartons of heavy waxed solid bleach board are supplied by Marathon Corporation of Menasha, Wis.

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UP
TO
HERE...**



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WHICH ONE?
WHO ELSE MAKES IT?**

When the salesman isn't there, the individual manufacturer's catalog can't be found (who has it?) Yes, right up to here



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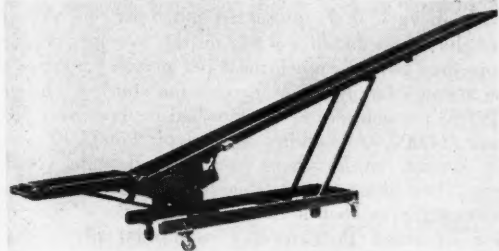


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NEW EQUIPMENT and Supplies

PORTABLE BELT CONVEYOR (NE 369): A portable conveyor equipped with a self-powered elevating device has been introduced by The Colson Corp. An extra long overhang on the conveyor bed permits movement of the upper end of the unit into a truck or building and a single-lever control adjusts the angle up to 45 degs. A powered screw automatically locks the conveyor at the desired angle. Capacity is 150 lbs. per package or 300 lbs. fully distributed. The power tail feeder is self supported



and easily adjustable. The conveyor frame is a steel reinforced box channel boom and all moving parts are enclosed. The main drive pulley is eight in. in diameter. Elevated discharge heights range from 8 ft. 1 in. to 12 ft. 7 in.

SAUSAGE CUTTER KNIFE (NE 371): A new cutting knife with a modified scimitar design which hooks over the knife shaft in an inverted "J" shape is available from The Cincinnati Butchers' Supply Co. In operation, the pull of centrifugal force, which is

knife and bowl and provides a convenient means for maintaining this clearance as repeated sharpenings reduce the length of the knife. Each sharpening of the knife is compensated by an equal reduction in the boss which permits the knife to take a deeper hold on the knife shaft.

AIR RELEASE VALVES

(NE 370): The V. D. Anderson Co. has introduced a new line of heavy duty air vents which are said to be automatic and continuous in operation and release air as fast as it accumulates. The body and head are constructed of special cast iron metal and the inside is a sturdy, rust-proof heavy gauge copper float which actuates a valve and seat made of corrosion resistant heavy-duty bronze. Air enters the bottom inlet, bypasses the valve and seat, escaping to the atmosphere through the vent at the top. When the system contains no air, liquid passes through the inlet, raises the float which actuates a valve which closes it firmly against the seat at the vent opening. Addi-



generated by the high speed of the knife shaft, is said to tighten the knife to the shaft. Another feature which is said to improve efficiency, is the boss within the opening through which the knife attachment is made. This boss regulates the clearance between



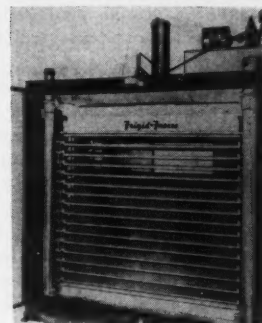
tional accumulation of air lowers the liquid level, causes the float to drop and open the valve.

DEODORANT CLEANSER

(NE 361): A new cleanser which is said to have a deodorant plus a germicidal action is available from The C. Schmidt Co. Highly concentrated, its use is recommended in hide rooms, for garbage and refuse treatment and in greasy areas.

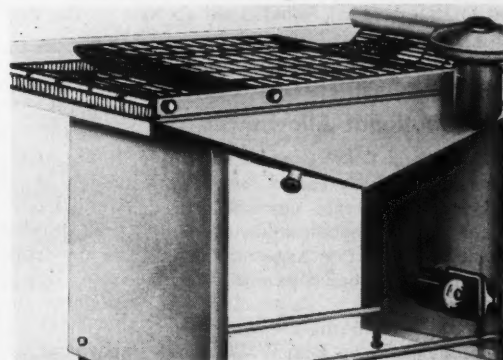
PRESSURE PLATE FREEZERS (NE 373): Refrigeration Corporation of

America now is supplying Frigid-Freeze plate freezers on a production line basis. The new double contact, pressure plate production freezers are said to eliminate difficulties experienced with unbalanced loads and problems of maintaining an evenly scheduled freezing load per hour. The Frigid-



Freeze feature is said also to utilize a new liquid level expansion valve to achieve full flooding of plates. Freezer interiors are fabricated of stainless steel.

SANITARY DIP TANK (NE 372): The J. W. Greer Co. has designed a dip tank for use with liquid tenderizers in meat tendering. Beef cuts, fed man-



ually, are said to be conveyed through the solution at predetermined speeds. In addition to the variable speed drive, the unit is equipped with an air blast blower to remove excess liquid from the dipped product. Construction is of stainless steel. The unit is portable and has a 16 in. dipping width.

Use this coupon in writing for further information on New Equipment. Address the National Provisioner, 15 W. Huron st., Chicago 10, Ill., giving key numbers only (1-12-57)

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JANUARY 12, 1957

THE NATIONAL PROVISIONER, JANUARY 12, 1957

Meat Consumption Potentials are Analyzed

[Continued from page 25]

tion per capita. It is true that meat and poultry consumption in 1955 was 34 per cent higher than prewar on a per capita basis. Poultry increased in public favor far more rapidly than red meat. The per capita increase was 78 per cent compared with a 29 per cent increase for red meat. It can be shown that the consumption increase enjoyed by meat has not been as great as meat should have attained to keep in line with our changing income distribution and standards of living. Our total population, for example, has increased the share of its disposable income, after taxes, that it has been willing to spend for food in total, but it has decreased its acceptance of red meat to the extent that it has been unwilling to spend as great a share on meat as before the war.

"Prewar, people spent 23.1 per cent of their income after taxes for food. This was divided 5.9 per cent for red meat and 17.2 per cent for all other foods. In 1955, out of a greatly increased disposable income, people stepped up the share they were spending for food in total to 24.7 per cent, but red meat's share of income dropped to 5.1 per cent. In other words, meat declined in consumer acceptance from 5.9 per cent of income to 5.1 per cent (percentagewise, that is a drop of about 14 per cent in share) whereas other foods in total increased from 17.2 per cent of expenditures to 19.6 per cent.

"Taking people's total food expenditures as a base, this decline in meat's share is even more obvious. Prewar, meat represented a little over a quarter of all expenditures for food (25.6 per cent). By 1955 this had dropped to one-fifth of food expenditures (20.6 per cent). All classifications of meat dropped as a share of what people were willing to spend for food. Even beef, which had the greater per capita consumption increase, dropped as a share of food expenditures from 11.3 per cent to 10.9 per cent. What could account for this decline

in the share people are willing to allot to meat? Meat certainly started out with an acceptability in prewar years that increased substantially with each increase in income. It is apparent that as people moved up in the income scale they were not educated to take on the same dietary interest in meat as the income groups into which they moved had demonstrated.

"A Department of Agriculture study in prewar years showed that those with incomes above \$5,000 actually consumed per capita 2 1/3 times as much red meat as those with incomes under \$1,000. In the prewar period represented by this study (1935-1939) families with incomes under \$1,000 represented the majority of all families. By 1955, however, this income group had dropped to only 10 per cent of our population. Prewar the income group above \$3,000 represented only 6 per cent of the families, but these families were, on the average, consuming more than twice as much meat per person compared with the average family. Now, here is the startling change—in 1955 63 per cent of our families had incomes over \$3,000. Some 34,000,000 families instead of 2,500,000 were in the income levels where meat consumption could be high. Their discretionary spending power had increased substantially so that if they wished to do so they could have increased their meat consumption per capita by double. And even then they would not be eating more meat per capita than similar families, prewar. The facts indicate, of course, that those moving up did not increase their consumption to that extent. They were not adequately educated to have the diet standards and desires of the prewar better income groups—particularly in respect to meat.

"Then, looking to the future, by 1960 the number with incomes over \$3,000 is expected to represent about 80 per cent of our families. So with education, it is obvious that there could be very substantial further increase in meat consumption. It is equally obvious that lack of promotion must have been a major contributing factor to the decline in the share of what people are willing to spend for meat."

FTC Order Restricts Use Of Promotional Allowances

The Federal Trade Commission has ruled that a seller cannot negotiate individually with each customer concerning sales promotion unless the negotiations are part of a general plan that offers all customers proportionally equal help.

The ruling came in a Commission opinion by chairman John W. Gwynne holding that Atalanta Trading Corp., New York City, had violated the Robinson-Patman Act when it contracted individually to pay Giant Food Stores promotional allowances as part of that chain's special sales. It was not sufficient that Atalanta then went to Giant's competitors and attempted to negotiate allowances with them on an individual basis, the Commission said.

The Commission issued its order prohibiting Atalanta from giving payments for promotional services "unless such payment is affirmatively offered or otherwise made available on pro-

portionally equal terms to all . . ." competing customers.

In 1954 and during the first half of 1955, Atalanta paid Giant approximately \$3,500 for the promotion of Unox hams and other of Atalanta's pork products. The payments were for newspaper advertisements and in-store displays featuring Atalanta's products and in-store demonstrations by Giant's employees. Typical of the payments was one for \$1,000 for promotion during Giant's 19th anniversary sale, the Commission said.

Of the plan with Giant, Gwynne said: "It was a plan tailored exclusively to fit the desires of the two parties negotiating. It could not have been made available on proportionally equal terms to competitors . . . (as) there is no basis by which the mandate of proportionality could be carried out. The negotiations were not based on nor did they result in a general plan for payment which could be offered to competitors in accordance with the law. No such plan

was in fact offered. The respondent simply called on the competitors and offered to negotiate terms with each individually. No attempt was made to present a plan offering payments on proportionally equal terms to those that were to be paid to Giant."

Atalanta had argued that its payments to Giant were for promotion of a new product that was not sold by any competing customers. Therefore, the company had maintained, it was not under a legal obligation to offer allowances to the others.

Noting that substantially identical products were sold to others on at least two occasions, chairman Gwynne ruled that the law, Sec. 2(d) of the Robinson-Patman Act, is not limited to sales of identical products. "That construction," he said, "would make the section very easy of evasion. It is the real competitive situation which is to be considered." The products involved, he said, were all pork products, and in this general field "they were in competition with each other."

ALL MEAT... output, exports, imports, stocks

New Year's Week Meat Output Larger

Production of meat during the New Year's holiday week came back some following the many-month low recorded the previous holiday period. Volume produced last week totaled 362,000,000 lbs. for a 7 per cent increase over the Christmas week output of 338,000,000 lbs. However, with slaughter of all classes of stock well below last year, current output of meat lagged 13 per cent below corresponding 1956 output of 416,000,000 lbs. Slaughter of cattle rose by about 13,000 head for the week, while numbering 18,000 head smaller than last year. Hog slaughter rose 6 per cent for the week, but ranged 21 per cent, or about 308,000 head below last year. Estimated slaughter and meat production by classes appear below as follows:

BEEF			PORK (Excl. lard)		
Week Ended	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.	
Jan. 5, 1957	333	183.2	1,125	152.3	
Dec. 29, 1956	320	174.4	1,040	141.3	
Jan. 7, 1956	351	197.1	1,433	189.6	

VEAL			LAMB AND MUTTON			TOTAL MEAT PROD. Mil. lbs.
Week Ended	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.		
Jan. 5, 1957	125	14.6	243	11.7		362
Dec. 29, 1956	98	11.5	225	10.6		338
Jan. 7, 1956	135	16.0	268	13.0		416

1950-57 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 369,541.

1950-57 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

AVERAGE WEIGHTS AND YIELD (LBS.)

Week Ended	CATTLE		HOGS	
	Live	Dressed	Live	Dressed
Jan. 5, 1957	1,000	550	241	135
Dec. 29, 1956	1,000	545	238	133
Jan. 7, 1956	1,013	562	239	132

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD. Per cwt.	Mil. lbs.
	Live	Dressed	Live	Dressed		
Jan. 5, 1957	215	117	100	48		34.0*
Dec. 29, 1956	215	117	99	47		32.8*
Jan. 7, 1956	217	119	100	49	15.0	51.3

*Estimated by the Provisioner

amounted to 1,013,000,000 lbs. for a 5 per cent gain over October volume of 969,000,000 lbs. but a 5 per cent decline from 1,074,000,000 lbs. in November 1955. Hog kill, estimated at 7,717,200 head, was 3 per cent above the October count of 7,519,100, but 5 per cent smaller than the November 1955 kill of 8,100,100. Average live weights were 232, 226 and 233 lbs. for the three months.

Lard production totaled 247,000,000 lbs., 8 per cent above the October volume of 228,000,000 lbs., but 6 per cent smaller than the 265,000,000 lbs. in November last year. Lard yield per cwt. of live hog amounted to 13.8 lbs. as against 13.4 lbs. in October and 14.0 lbs. last year.

Production of lamb and mutton at 59,000,000 lbs. compared with October volume of 71,000,000 lbs. and the November 1955 total of 61,000,000 lbs. Slaughter of the animals numbered 1,288,700 head compared with the October kill of 1,623,400 and 1,333,900 in November last year.

Venezuela Removes Import Curbs On U. S. Pork Products

Venezuela has ended its quarantine against uncooked pork products from the United States. This will make it possible for U. S. firms to sell cured hams and other pork products to that market. Venezuelan importers must obtain "health import permits" from the Ministry of Agriculture in order to bring in uncanned meats.

Venezuelan regulations on imports of pork products became increasingly stringent in 1952 and 1953 and this resulted in a sharp drop in shipments of hams and bacon from the U. S.

During 1955, U. S. exports of pork products to Venezuela totaled 2,200,000 lbs. of which only 377,000 lbs. were hams and bacon. Venezuela's imports of bacon from all countries in 1955 were reported at 865,000 lbs. Imports of hams totaled 6,600,000 lbs.

Exports from the U. S. must still compete with product from Denmark and Poland. Pork prices are relatively high, making the Venezuelan market attractive to exporters.

U. S. exports of meat products to Venezuela, 1952-55 are shown below:

	1952	1953	1954	1955
	1,000	1,000	1,000	1,000
	lbs.	lbs.	lbs.	lbs.
Beef and veal	388	646	564	393
Pork	3,482	1,770	1,774	2,100
Lamb and mutton	2	4	9	5
Sausage, incl., canned	1,793	1,211	1,027	885
Baby food (meat)	21	34	41	50
Other canned	150	139	128	159
Variety meats	13	6	8	28
Totals	6,049	3,810	3,551	3,680

Meat Production In November Smaller Than Month Before; Shade Above 1955

PRODUCTION of meat at commercial slaughter plants in the United States during November totaled 2,411,000,000 lbs., the Crop Reporting Board has estimated. This volume was 4 per cent smaller than October volume of 2,512,000,000 lbs., but about 1 per cent above the November 1955 total of 2,398,000,000 lbs. The above totals do not include slaughter on farms.

Volume for the first 11 months of 1956 aggregated 24,445,000,000 lbs. for a 6 per cent increase over the 23,038,000,000 lbs. turned out in the same period of 1955. Of the total 1956 output, 12,945,000,000 lbs. were beef, 1,422,000,000 lbs. veal, 9,404,000,000 lbs. pork and 674,000,000 lbs. were lamb and mutton. Volume for the same period last year was 12,099,000,000, 1,374,000,000, 8,882,000,000 and 683,000,000 lbs. of the same meats, respectively. Lard pro-

duction totaled 2,339,000,000 lbs. as against 2,160,000,000 lbs. last year.

November beef production amounted to 1,199,000,000 lbs. compared with 1,304,000,000 lbs. in October and 1,136,000,000 lbs. last year, down 8 per cent and up 6 per cent, respectively. Cattle slaughter for the month numbered 2,369,200 head compared with 2,605,100 in October and 2,213,700 in November 1955. Average live weight of cattle at 952 lbs. was 13 lbs. heavier than for October, but 3 lbs. lighter than last year.

Veal production in November totaled 140,000,000 lbs. for a 17 per cent decline from October volume of 168,000,000 lbs., but a 9 per cent gain over November 1955 output of 129,000,000 lbs. Slaughter of the young bovines was placed at 1,162,400 head compared with 1,349,300 in October and 1,107,500 last year.

November pork production

PROCESSED MEATS . . . SUPPLIES

Authorize Sale Of Lard To Yugoslavia Under P.L. 480

A purchase authorization (No. 11-14) in favor of Yugoslavia, for \$10,900,000 worth of lard has been issued under Public Law 480, by the U. S. Department of Agriculture. The general provisions of this purchase authorization, which involves approximately 33,500 metric tons of lard, are the same as those appearing in purchase authorizations for other countries. However, in the case of Yugoslavia, there are some special provisions and specifications.

It has been suggested that any bidder interested in this business might be well advised, in making his bid, to state specifically which of the requirements of the specifications he can comply with and those with which he cannot comply. The Meat Inspection Branch apparently is expected to certify to the specifications.

Copies of detailed specifications are available at the Meat Inspection Branch, USDA, Washington 25, D.C.

Australia Ships First Ray Preserved Beef To Britain

The first experimental shipment of 30 tons of chilled Australian beef protected from decay by ultraviolet rays arrived recently in England, the Foreign Agricultural Service has reported. The new method of preservation, may revolutionize the Australian beef trade, FAS said.

The chilled beef is protected from

bacterial decay by lamps which flood the cold storage lockers with ultraviolet rays. This method of preventing the growth of bacteria is considerably cheaper than the present use of carbon dioxide which requires airtight lockers with which few ships on the Australian run are equipped. Any ships having cool lockers, however, can be cheaply and quickly fitted with the lamps.

To compete in quality with Argentine chilled beef, which makes the 15-day voyage in excellent condition, Australians must have some method of preventing bacterial action during the longer run of 30 days to the United Kingdom.

The relatively high cost of gas storage preservation has discouraged Australia from entering the chilled beef trade. Nevertheless, chilled beef exports from Australia during May-August this year were 551 per cent above those of last year.

NOV. KILL BY REGIONS

United States federally inspected slaughter by regions in November, 1956, with totals compared in 000's:

	Cattle	Calves	Sheep & Hogs	Lambs
N. Atl. States	136	113	582	194
S. Atl. States	51	45	279	..
N. C. States—East	355	255	1,546	140
N. C. States—N. W.	507	143	2,677	385
N. C. States—S. W.	186	38	887	84
S. Central States	241	118	429	88
Mountain States	116	8	105	104
Pacific States	216	43	254	149
Totals, Nov. 1956	1,807	703	6,559	1,139
Totals, Nov. 1955	1,662	700	6,857	1,162
Other animals slaughtered under Federal inspection: November 1956—horses, 18,053, and goats, 8,944; November 1955—horses, 19,250; and goats 9,909.				
Data furnished by Agricultural Research Service.				

DOMESTIC SAUSAGE

(L.C.I. prices)

Pork sausage, hog cas.	42	@46
Pork sausage, bulk		
In 1-lb. roll	20	@37½
Pork sausage, sheep cas.		
1-lb. pkge.	52	@57
Frankfurters, sheep casing, 1-lb. pkge.	51	@57½
Frankfurters, skinless, 1-lb.	40	@44
Bologna (ring)	40	@44
Bologna, artificial cas.	33	@38
Smoked liver, hog bungs	42½	@49
Smoked liver, art. cas.	35	@42
Pollard sausage, smoked	54	@50
New Eng. lunch spec.	58	@68
Olive loaf	41	@47½
Tongue and blood	43½	@52
Pepper loaf	55½	@59
Pickle & Pimiento loaf	42½	@44

SEEDS AND HERBS

(L.C.I. prices)

	Whole	Ground
Caraway seed	26	31
Cominos seed	31	36
Mustard seed		
fancy	28	
yellow Amer.	17	
Oregano	34	
Coriander		
Morocco, No. 1	21	25
Marjoram		
French	73	78
Sage, Dalmatian		
No. 1	58	66

DRY SAUSAGE

(L.C.I. prices)

Cervelat, ch. hog bungs	89@92
Thuringer	47@50
Farmer	72@75
Holsteiner	73@75
B. C. Salami	76@79
Pepperoni	66@68
Genoa style salami, ch.	83@86
Cooked salami	45@47
Sicilian	81@85
Goteborg	70@73
Mortadella	49@52

SPICES

(Basis, Chgo. orig. bbls., bags, bales)

	Whole	Ground
Allspice prime	96	1.06
Resifted	1.04	1.13
Chilli, Powder	52	
Chilli, Pepper	45	
Cloves, Zanzibar	68	
Ginger, Jam., unbl. 1.01	1.98	
Mace, fancy Bandh.	3.50	4.10
West Indies	3.00	
East Indies	3.00	
Mustard flour, fancy	37	
No. 1	33	
West India Nutmeg	2.98	
Paprika, Spanish	88	
Pepper, cayenne	54	
Pepper:		
Red, No. 1	54	
White	50	54
Black	40	44

SAUSAGE CASINGS

(L.C.I. prices quoted to manufacturers of sausage)

Beef Casings:	
Rounds—	
Export, narrow,	
32/35 mm.	1.15@1.35
Export, med.,	35/38 1.00@1.10
Export, med. wide,	
88/40	1.10@1.85
Export, wide, 40/44	1.35@1.60
Export, jumbo, 44/up.	2.10@2.50
Domestic, regular	65@90
Domestic, wide	90@1.10
No. 1 wensands,	
24 inch/up	12@16
No. 2 wens., 22 in./up	9@14
Middles—	
Sewing, 1½@2¼ in.	1.25@1.65
Select, wide, 2@2½ in.	1.80@2.10
Extra select,	
2½@2½ in.	2.00@2.90
Bungs, exp. No. 1	25@34
Bungs, domestic	18@25
Dried or salt bladders,	
piece:	
8-10 in. wide, flat.	9@11
10-12 in. wide, flat.	10@12
12-15 in. wide, flat.	17@20
Pork Casings:	
Extra narrow, 20 mm.	
and down	4.00@4.85
Narrow,	
20@22 mm.	3.85@4.85
Medium,	
32@35 mm.	2.50@2.00
Spec. medium,	
35/38 mm.	2.00@2.25

ST. LOUIS PROVISIONS

Provision stocks in St. Louis and East St. Louis on December 31, 1956 totaled 9,141,049 lbs. of pork compared with 8,989,948 lbs. at the close of November and 11,080,058 lbs. a year earlier, the St. Louis Livestock Exchange has reported. Lard stocks totaled 2,536,553 lbs., compared with 2,113,328 lbs. a month before and 6,200,975 lbs. a year earlier. December 31 pork stocks were about 71 per cent below the five-year average of 15,643,992 lbs. Area hog slaughter numbered 355,010 head, or sharply below last year's kill of 495,259 head.

MEAT PRODUCTS GRADED

Meats and meat products, graded or certified as complying with specifications of the U. S. Department of Agriculture (in 000 lbs.):

	Nov. 1956	Oct. 1956	Nov. 1955
Beef	598,907	598,711	507,838
Veal and calf	29,317	38,075	24,382
Lamb, yearling, and mutton	18,228	22,163	19,664
Totals	616,152	655,949	552,124
All other meats, lard	19,512	16,521	12,330
Grand totals	635,664	672,470	564,454

Brazil To Buy U. S. Lard

The U. S. Department of Agriculture has announced signing with Brazil an agreement under Public Law 480 providing for the sale of \$138,700,000 worth of agricultural commodities, including 15,000 metric tons of lard valued at approximately \$5,000,000. Purchase authorizations effective up to the end of the federal fiscal year (June 30, 1957) will be issued in the near future.

Hog Bungs—

Sow	55@60
Export, 34 inch cut	47@50
Large prime, 34 in.	38@40
Med. prime, 34 in.	24@27
Small prime	16@22
Middle, 1 per set, cap off	53@60
Sheep Casings (per hank):	
26/28 mm.	5.45@6.00
24/26 mm.	6.00@6.50
22/24 mm.	4.85@5.10
20/22 mm.	4.00@4.40
18/20 mm.	3.10@3.25
16/18 mm.	1.80@2.20

CURING MATERIALS

Nitrite of soda, in 400-lb. bbls., del. or f.o.b. Chgo.	\$11.35
Pure rfd., gran. nitrate of soda	5.00
Pure rfd., powdered nitrate of soda	8.00
Salt, paper sacked, f.o.b. Chgo., gran. carlots, ton.	29.40
Rock salt, ton in 100-lb. bags, f.o.b. Chgo.	27.40
Sugar—	
Raw, 96 basis, f.o.b. N.Y.	6.40
Refined standard cane gran. basis (Chgo.)	8.85
Packers, curing sugar, 100-lb. bags, f.o.b. Reserve, La., less 2%	8.80
Dextrose (less 20c)	7.75
Ceresio, regular, cwt.	1.75
Ex-Warehouse, Chicago	1.75

BEEF-VEAL-LAMB... Chicago and outside

CHICAGO

January 8, 1957

WHOLESALE FRESH MEATS

CARCASS BEEF	
Steers, gen. range:	(carlots, lb.)
Prime, 600/800	40
Choice, 500/600	34 1/2
Choice, 600/700	34 1/2
Good, 500/600	30 1/2 @ 34
Choice, 600/700	34 1/2
Bull	27 1/2
Commercial cow	22
Canner-cutter cow	22

PRIMAL BEEF CUTS

Prime:	
Hindqtrs., 5/800	None qtd.
Foreqtrs., 5/800	None qtd.
Round, all wts.	41n
Td. loins, 50/70 (cl)	84 @ 96
Sq. chucks, 70/90	30n
Arm chucks, 80/110	28 @ 25 1/2
Briskets (cl)	24 @ 25
Ribs, 25/35 (cl)	62 @ 66
Navel, No. 1	10 1/2 @ 11
Flanks, rough No. 1	12

Choice:	
Hindqtrs., 5/800	43
Foreqtrs., 5/800	26
Round, all wts.	40
Td. loins, 50/70 (cl)	66 @ 75
Sq. chucks, 70/90	30n
Arm chucks, 80/110	28 @ 25 1/2
Briskets (cl)	24 @ 25
Ribs, 25/35 (cl)	50 @ 54
Navel, No. 1	10 1/2 @ 11
Flanks, rough No. 1	12
Good (all wts.):	
Rounds	38 @ 40
Sq. cut chucks	27 @ 29
Briskets	23 @ 24
Navel, No. 1	40 @ 47
Loins	53 @ 57

COW & BULL TENDERLOINS

Fresh J/L	O-G grade	Froz. C/L
50/57	Cow, 3/dn.	51 @ 53
70/72	Cow, 3/4	57 @ 59
80/77	Cow, 4/5	62 @ 64
80/88	Cow, 5/up	60 @ 71
80/88	Bull, 5/up	75 @ 80

BEEF HAM SETS

Insides, 12/up	40
Outsides, 8/up	36 1/2 @ 37 1/2
Knuckles, 7 1/2/up	40

CARCASS MUTTON

Choice, 70/down	16 @ 17
Good, 70/down	15 @ 16
n=nominal.	

PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles	San Francisco	No. Portland
FRESH BEEF (Carcass): Jan. 8	Jan. 8	Jan. 8	Jan. 8
STEER:			
Choice:			
300-600 lbs.	\$35.00@37.00	\$35.00@37.00	\$36.00@38.50
600-700 lbs.	34.50@35.50	34.00@36.00	35.00@38.00
Good:			
300-600 lbs.	32.00@34.00	34.00@35.00	33.00@35.00
600-700 lbs.	29.00@32.00	32.00@34.00	32.00@34.00
Standard:			
350-600 lbs.	30.00@33.00	31.00@33.00	28.00@31.00
COW:			
Standards, all wts.	None quoted	28.00@30.00	None quoted
Commercial, all wts.	23.00@25.00	25.00@28.00	25.00@29.00
Utility, all wts.	22.00@24.00	23.00@25.00	24.00@27.00
Canner-cutter	None quoted	20.00@23.00	20.00@25.00
Bull, util. & com'l.	28.00@31.00	27.00@30.00	25.00@30.00
FRESH CALF:	(Skin-off)	(Skin-off)	(Skin-off)
Choice:			
200 lbs. down	36.00@39.00	38.00@40.00	36.00@40.00
Good:			
200 lbs. down	32.00@35.00	36.00@38.00	35.00@39.00
LAMB (Carcass):			
Prime:			
45-55 lbs.	37.00@40.00	None quoted	37.00@39.00
35-45 lbs.	36.00@38.00	None quoted	35.00@38.00
Choice:			
45-55 lbs.	37.00@40.00	38.00@40.00	37.00@39.00
35-45 lbs.	36.00@38.00	34.00@38.00	35.00@38.00
Good, all wts.	34.00@37.00		34.00@38.00
MUTTON (EWE):			
Choice, 70 lbs. down	None quoted	None quoted	12.00@14.00
Good, 70 lbs. down	None quoted	None quoted	12.00@15.00

BEEF PRODUCTS

(Frozen, carlots, lb.)

Tongues, No. 1, 100's	26
Hearts, reg. 100's	11 1/2
Livers, reg. 35/50's	27
Livers, scalded, 100's	14 1/2
Lips, scalded, 100's	12
Lips, unscaled, 100's	9
Tripe, scalded, 100's	6
Tripe, cooked, 100's	6 1/2 n
Melts, 100's	70
Lungs, 100's	5 1/2 n
Udders, 100's	5 1/2 n

FANCY MEATS

(l.c.l. prices)

Beef tongues, corned	40
Veal breads,	
under 12 oz.	82
12 oz./up	93 1/2
Calf tongues, 1 lb./dn.	20
Oxtails, fresh, select	18 @ 20

BEEF SAUS. MATERIALS

FRESH

Canner-cutter cow	
meat, barrels	31
Bull meat, boneless,	
barrels	35 1/2
Beef trim., 75/85,	
barrels	23 1/2
Beef trim., 85/90,	
barrels	27 1/2
Boneless chucks,	
barrels	31 1/2
Beef cheek meat,	
trimmed, barrels	19 1/2
Shank meat, blbs.,	
17	
Veal trim., boneless,	
barrels	28

VEAL-SKIN OFF

(l.c.l. carcass prices)

Prime, 90/120	\$47.00@48.00
Prime, 120/150	45.00@46.00
Choice, 90/120	41.00@44.00
Choice, 120/150	41.00@44.00
Good, 50/90	30.00@36.00
Good, 90/120	38.00@40.00
Good, 120/150	38.00@40.00
Stand., all wts.	27.00@35.00

CARCASS LAMB

(l.c.l. prices)

Prime, 35/45	None qtd.
Prime, 45/55	None qtd.
Prime, 55/65	None qtd.
Choice, 35/45	41
Choice, 45/55	37
Choice, 55/65	37
Good, all wts.	38 @ 39

NEW YORK

January 8, 1957

WHOLESALE FRESH MEATS

BEEF CUTS

Steer:	(l.c.l. prices)	Western	Cwt.
Prime, carc., 6/700	\$42.00@44.00		
Prime, carc., 7/800	42.00@42.50		
Choice, carc., 6/700	36.50@38.00		
Choice, carc., 7/800	36.00@37.00		
Good, carc., 6/700	34.00@35.50		
Good, carc., 7/800	33.50@34.50		
Hinds, pr., 6/700	53.00@58.00		
Hinds, pr., 7/800	54.00@59.00		
Hinds, ch., 6/700	48.00@52.00		
Hinds, ch., 7/800	45.50@48.00		
Hinds, gd., 6/700	43.00@44.00		
Hinds, gd., 7/800	42.00@43.00		

BEEF CUTS

(l.c.l. prices, lb)

Prime steer:	City
Hindqtrs., 600/700	55 @ 60
Hindqtrs., 700/800	54 @ 59
Hindqtrs., 800/900	53 @ 55
Rounds, flank off	43 @ 47
Rounds, diamond	
bone, flank off	44 @ 47
Short loins, untrim.	85 @ 96
Short loins, trim.	126 @ 125
Flanks	13 @ 13 1/2
Ribs (7 bone cut)	60 @ 65
Arm chucks	30 @ 33
Briskets	31 @ 33
Plates	12 @ 13

Choice steer:	City
Hindqtrs., 600/700	48 @ 52
Hindqtrs., 700/800	47 @ 51
Hindqtrs., 800/900	46 @ 48
Rounds, flank off	42 @ 46
Rounds, diamond	
bone, flank off	42 @ 47
Short loins, untrim.	68 @ 73
Short loins, trim.	85 @ 95
Flanks	12 @ 13
Ribs (7 bone cut)	50 @ 54
Arm chucks	27 @ 30
Briskets	29 @ 32
Plates	11 @ 12

N. Y. MEAT PRICES

Receipts reported by the USDA
Marketing Service, week ended
Jan. 5, 1957, with comparisons:

STEER AND HEIFER:	Carcasses
Week ended Jan. 5	12,900
Week previous	10,673
COW:	
Week ended Jan. 5	1,157
Week previous	1,068
BULL:	
Week ended Jan. 5	356
Week previous	463
VEAL:	
Week ended Jan. 5	15,465
Week previous	14,862
LAMB:	
Week ended Jan. 5	31,405
Week previous	28,168
MUTTON:	
Week ended Jan. 5	782
Week previous	687
HOG AND PIG:	
Week ended Jan. 5	6,091
Week previous	6,903
PORK CUTS:	
Week ended Jan. 5	985,735
Week previous	970,690
BEEF CUTS:	
Week ended Jan. 5	194,006
Week previous	344,063
VEAL AND CALF CUTS:	
Week ended Jan. 5	2,036
Week previous	2,147
LAMB AND MUTTON:	
Week ended Jan. 5	125
Week previous	125
BEEF CURED:	
Week ended Jan. 5	13,474
Week previous	12,224
PORK CURED AND SMOKED:	
Week ended Jan. 5	460,740
Week previous	209,810

LOCAL SLAUGHTER

CATTLE:	Head
Week ended Jan. 5	10,025
Week previous	9,749
CALVES:	
Week ended Jan. 5	6,819
Week previous	7,084

FANCY MEATS

(l.c.l. prices)

Veal breads, 6/12 oz.	69
12 oz./up	90
Beef livers, selected	33
Beef kidneys	14
Oxtails, 1/2 lb., frozen	13

LAMB

(l.c.l. carcass prices, cwt.)

Prime, 30/40	\$43.00@48.00
Prime, 40/45	43.00@47.00
Prime, 45/55	41.00@44.00
Prime, 55/65	40.00@42.00
Choice, 30/40	42.00@45.00
Choice, 40/45	43.00@45.00
Choice, 45/55	41.00@43.00
Choice, 55/65	40.00@41.00
Good, 30/40	42.00@43.00
Good, 40/45	41.00@42.00
Good, 45/55	40.00@41.00

Western	City
Prime, 45/55	41.00@42.00
Prime, 45/55	40.00@41.00
Prime, 55/65	39.00@40.00
Choice, 45/55	39.00@41.00
Choice, 45/55	38.00@40.00
Choice, 55/65	34.00@38.00
Good, 45/55	38.00@39.00
Good, 45/55	37.00@39.00

VEAL-SKIN OFF

(l.c.l. carcass prices)	Western
Prime, 90/120	\$44.00@50.00
Choice, 90/120	38.00@43.00
Good, 50/90	34.00@36.00
Good, 90/120	33.00@35.00
Stand., 50/90	27.00@29.00
Stand., 90/120	29.00@32.00

BUTCHER'S FAT

Shop fat (cwt.)	\$1.50
Breast fat (cwt.)	2.50
Edible suet (cwt.)	2.75
Inedible suet (cwt.)	2.75

HOGS:	
Week ended Jan. 5	49,138
Week previous	51,541
SHEEP:	
Week ended Jan. 5	34,628
Week previous	30,907

COUNTRY DRESSED MEAT

VEAL:	Carcasses
Week ended Jan. 5	5,945
Week previous	5,376
HOGS:	
Week ended Jan. 5	72
Week previous	389
LAMB AND MUTTON:	
Week ended Jan. 5	57
Week previous	89

PHILA. FRESH MEATS

Jan. 8, 1957

WESTERN DRESSED	
STEER CARCASSES:	(cwt.)
Choice, 500/800	\$36.50@39.00
Choice, 800/900	35.50@37.50
Good, 500/800	32.50@34.50
Hinds, choice	47.00@49.00
Hinds, good	42.00@44.00
Rounds, choice	42.00@46.00
Rounds, good	40.00@42.00
COW:	
Com'l. all wts.	28.50@27.50
Utility, all wts.	24.50@25.50
VEAL (SKIN OFF):	
Choice, 90/120	45.00@49.00
Choice, 120/150	45.00@49.00
Good, 50/90	36.00@38.00
Good, 90/120	37.00@39.00
Good, 120/150	38.00@41.00
LAMB:	
Ch. & pr., 30/45	41.00@44.00
Ch. & pr., 45/55	41.00@44.00
Good, 30/45	38.00@41.00
Good, 45/55	38.00@41.00
LOCALLY DRESSED	
STEER BEEF (lb.):	Choice
Carc., 5/700, 36 1/2 @ 39	32 3/4 @ 35
Carc., 7/800, 38 1/2 @ 39 1/2	32 3/4 @ 34 1/2
Hinds, 500/700	46 @ 49
Hinds, 700/800	45 @ 48
Rounds, no flank	42 @ 45
Hip rd. plus flank	41 @ 44
Full loins, untrim.	49 @ 53
Short loin, untrim.	45 @ 48
Ribs, (7 bone)	50 @ 56
Arm chucks	28 @ 31
Briskets	28 @ 32
Short plates	11 @ 15

PORK AND LARD ... Chicago and outside

CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service
CASH PRICES

(Carlot basis, Chicago price zone, January 9, 1957)

SKINNED HAMS			BELLIES		
Fresh or F.F.A.	Frozen		Fresh or F.F.A.	Frozen	
43 1/2 a	10/12	43 1/2 n	29 1/2 n	6/8	29 1/2 n
42 1/2	12/14	42 1/2	29 1/2	8/10	29 1/2
42	14/16	42	28 1/2	10/12	28 1/2
40 1/2	16/18	40 1/2	27 1/2	12/14	27 1/2
40 1/2	18/20	40 1/2	25 1/2	14/16	25 1/2
41 a	20/22	41 n	24	16/18	24
41 a	22/24	41 n	23	18/20	23
41	24/26	41			
40 b	25/30	40 n			
38 1/2 @ 37 1/2 up...	2's in...	36 1/2 @ 37			

Ham quotations based on product conforming to Board of Trade definition regarding new trim.

PICNICS			FRESH PORK CUTS		
Fresh or F.F.A.	Frozen		Job Lot	Car Lot	
24 1/2	4/6	24 1/2	40 Loin, 12/dn.	39	
23 1/2	6/8	23 1/2	38 Loin, 12/16	37 1/2	
23 1/2 n	8/10	23 1/2 n	36 Loin, 16/20	34 1/2	
23 1/2	10/12	23 1/2	35 Loin, 20/24	34	
23 1/2 n	12/14	23 1/2	34 1/2 Butts, 4/8	32 1/2 @ 32 1/2	
23 1/2 b	8/up, 2's in	23 1/2	32 Butts, 8/12	31	

FAT BACKS			OTHER CELLAR CUTS		
Fresh or Frozen	Cured		Fresh or Frozen	Cured	
11 1/2 n	6/8	12 1/2 n	14 Square Jowls	unq.	
12 n	8/10	13	11a Jowl Butts, loose	11 1/2 n	
13 n	10/12	13 1/2 @ 15 1/2	11 1/2 n Jowl Butts, Boxed	unq.	
13 1/2 n	12/14	13 1/2 @ 15 1/2			
13 1/2 n	14/16	14 1/2 @ 15 1/2			
14 n	16/18	15 @ 16 1/2			
14 n	18/20	16 1/2			
14 n	20/22	16 1/2			

LARD FUTURES PRICES

NOTE: Add 1/2 c to all price quotations ending in 2 or 7.

FRIDAY, JAN. 4, 1957				
Open	High	Low	Close	
Jan. 15.15	15.30	15.10	15.30a	
Mar. 15.20-25	15.40	15.10	15.35	
May 15.35	15.47	15.12	15.45	
July 15.25	15.40	15.10	15.25a	

Sales: 9,800,000 lbs.
Open interest, at close Thursday, Jan. 3: Jan. 415, Mar. 496, May 566, and July 140 lots.

MONDAY, JAN. 7, 1957				
Jan. 15.20	15.50	15.20	15.25b	
Mar. 15.25-15	15.50	15.15	15.27b	
May 15.30-22	15.55	15.22	15.30	
July 15.25-27	15.40	15.22	15.30	

Sales: 9,360,000 lbs.
Open interest at close Friday, Jan. 4: Jan. 394, Mar. 512, May 566, and July 141 lots.

TUESDAY, JAN. 8, 1957				
Jan. 15.22	15.40	15.22	15.32b	
Mar. 15.30-27	15.42	15.27	15.32	
May 15.30	15.55	15.35	15.45	
July 15.30	15.40	15.27	15.30	

Sales: 4,920,000 lbs.
Open interest, at close Monday, Jan. 7: Jan. 388, Mar. 512, May 571, and July 159 lots.

WEDNESDAY, JAN. 9, 1957				
Jan. 15.17	15.35	15.10	15.20-15	
Mar. 15.22-17	15.35	15.15	15.27a	
May 15.35-30	15.45	15.25	15.35a	
July 15.22	15.42	15.22	15.32	

Sales: 6,440,000 lbs.
Open interest, at close Tuesday, Jan. 8: Jan. 380, Mar. 512, May 574, and July 162 lots.

THURSDAY, JAN. 10, 1957				
Jan. 15.25	15.45	15.25	15.32	
Mar. 15.27	15.50	15.27	15.47b	
May 15.40	15.60	15.40	15.57	
July 15.35	15.55	15.35	15.52b	

Sales: 9,000,000 lbs.
Open interest at close Wed., Jan. 9: Jan. 371, Mar. 512, May 593 and July 167 lots.

CHGO. FRESH PORK AND PORK PRODUCTS

Jan. 8, 1957	
Hams, skinned, 10/12	45
Hams, skinned, 12/14	43
Hams, skinned, 14/16	43
Picnics, 4/8 lbs., loose	25 1/2
Picnics, 6/8 lbs., loose	24 1/2
Pork loins, boneless	62 @ 64
Shoulders, 16/dn., loose	28
(Job lots)	
Pork livers	13 1/2
Tenderloins, fresh, 10's, 72	@ 73
Neck bones, bbls.	7-8
Ears, 30's	11 1/2
Feet, s.c., bbls.	6 @ 7

CHGO. PORK SAUSAGE MATERIALS—FRESH

(To sausage manufacturers in job lots only)	
Pork trim., guar. 40%	16
lean, barrels	18 @ 18 1/2
Pork trim., guar. 50%	32
lean, barrels	38
Pork trim., 80% lean, barrels	20
Pork trim., 95% lean, barrels	24 1/2
Pork head meat	20
Pork cheek meat, trim., barrels	24 1/2

PACKERS' WHOLESALE LARD PRICES

Refined lard, tierces, f.o.b. Chicago	\$17.50
Refined lard, 50-lb. cartons, f.o.b. Chicago	17.00
Kettle rendered tierces, f.o.b. Chicago	18.00
Leaf, kettle rendered tierces, f.o.b. Chicago	18.50
Lard flakes	20.00
Neutral tierces, f.o.b. Chicago	19.75
Standard shortening, N. & S. (del.)	24.75
Hydro shortening, N. & S.	25.25

WEEK'S LARD PRICES

P.S. or Dry Rend. Tierces (Bd. Trade)	Dry Rend. (Open Mkt.)	Ref. in 50-lb. tins (Open Mkt.)
Jan. 4	15.30n	13.75
Jan. 5	15.30n	13.75n
Jan. 6	15.25n	13 1/2 @ 14
Jan. 7	15.35n	14.12 1/2
Jan. 8	15.20n	14.00
Jan. 9	15.32 1/2	14.00n

n—nominal. a—asked. b—bid.

HOG VALUES FALL BACK THIS WEEK

(Chicago costs, credits and realizations for first two days of week)

Hog values receded this week as live costs worked upward, while prices on pork averaged lower. Mark-downs took place in the market for the larger lean cuts, offsetting the small gains scored by fat cuts, ribs and trimmings to account for the setback.

	—180-220 lbs.—		—220-240 lbs.—		—240-270 lbs.—	
	Value	per cwt.	Value	per cwt.	Value	per cwt.
Lean cuts	\$11.83	\$16.88	\$11.23	\$15.68	\$11.05	\$15.41
Fat cuts, lard	5.61	8.02	5.72	8.01	5.28	7.28
Ribs, trimmings, etc.	1.68	2.39	1.53	2.13	1.41	1.97
Cost of hogs	\$17.71		\$17.40		\$17.05	
Condemnation loss	.08		.08		.08	
Handling, overhead	1.80		1.63		1.36	
TOTAL COST	19.59	27.98	19.11	26.72	18.49	25.60
TOTAL VALUE	19.12	27.29	18.48	25.82	17.74	24.64
Cutting margin	\$.47	\$.69	\$.63	\$.90	\$.75	\$.16
Margin last week	.17	.27	.53	.76	.58	.80

PACIFIC COAST WHOLESALE PORK PRICES

	Los Angeles Jan. 8	San Francisco Jan. 8	No. Portland Jan. 8
FRESH PORK (Carcass): (Packer style)			
80-120 lbs., U.S. 1-3	None quoted	None quoted	None quoted
120-170 lbs., U.S. 1-3	\$31.50 @ 33.00	None quoted	\$28.00 @ 30.00
FRESH PORK CUTS, No. 1:			
LOINS:			
8-10 lbs.	44.00 @ 48.00	\$44.00 @ 50.00	45.00 @ 49.00
10-12 lbs.	44.00 @ 48.00	44.00 @ 50.00	45.00 @ 48.00
12-16 lbs.	42.00 @ 46.00	44.00 @ 50.00	43.00 @ 47.00
PICNICS: (Smoked):			
4-8 lbs.	30.00 @ 33.00	34.00 @ 36.00	33.00 @ 35.00
HAMS, Skinned:			
12-16 lbs.	52.00 @ 57.00	54.00 @ 58.00	52.00 @ 56.00
16-18 lbs.	52.00 @ 56.00	54.00 @ 60.00	52.00 @ 55.00
BACON "Dry" Cure No. 1:			
6-8 lbs.	40.00 @ 48.00	48.00 @ 52.00	43.00 @ 49.00
8-10 lbs.	39.00 @ 46.00	44.00 @ 48.00	41.00 @ 45.00
10-12 lbs.	38.00 @ 42.00	42.00 @ 46.00	38.00 @ 43.00
LARD, Refined:			
1-lb. carton	19.00 @ 21.00	22.00 @ 23.00	17.00 @ 20.00
50-lb. cartons & cans	17.50 @ 20.75	20.00 @ 22.00	None quoted
Tierces	17.00 @ 20.25	18.00 @ 20.00	14.00 @ 19.00

N. Y. FRESH PORK CUTS

Jan. 8, 1957	
	City Box lots
Hams, sknd., 10/14	\$47.00 @ 50.00
Pork loins, 8/12	42.00 @ 46.00
Pork loins, 12/16	41.00 @ 45.00
Boston butts, 4/8	37.00 @ 41.00
Regular picnics, 4/8	27.50 @ 31.00
Spareribs, 3/down	35.00 @ 38.00
Pork trim., regular	27.00
Pork trim., spec., 80%	39.00

(L.C.I. prices cwt.)
Pork loins, 8/12 41.00 @ 45.00
Pork loins, 12/16 40.00 @ 44.00
Hams, sknd., 10/14 47.00 @ 50.00
Boston butts, 4/8 36.00 @ 39.00
Picnics, 4/8 27.00 @ 30.00
Spareribs, 3/down 34.00 @ 37.00

N. Y. DRESSED HOGS

(L.C.I. prices)	
	(Heads on, leaf fat in)
50 to 75 lbs.	\$29.00 @ 30.00
75 to 100 lbs.	23.00 @ 30.00
100 to 125 lbs.	29.00 @ 30.00
125 to 150 lbs.	29.00 @ 30.00

CHGO. WHOLESALE SMOKED MEATS

Jan. 8, 1957	
Hams, skinned, 14/16 lbs.	(Av.) 49
Hams, skinned, 14/16 lbs., ready-to-eat, wrapped	50
Hams, skinned, 16/18 lbs., wrapped	48
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped	40
Bacon, fancy trimmed, brisket off, 8/10 lbs., wrapped	40
Bacon, fancy sq. cut, seedless, 12/14 lbs., wrapped	39
Bacon, No. 1 sliced, 1 lb. heat seal, self service pkg.	52

PHILA. FRESH PORK

Jan. 8, 1957	
WESTERN DRESSED	
PORK CUTS—U.S. No. 1-3, lb.	
Reg. loins, trmd., 8/12	41 @ 43
Reg. loins, trmd., 12/16	40 @ 42
Butts, Boston, 4/8	37 @ 39
Spareribs, 3/down	32 @ 34

LOCALLY DRESSED	
Pork loins, 8/12	43 @ 45
Pork loins, 12/16	43 @ 45
Bellies, 10/12	34 @ 36
Spareribs, 3/down	34 @ 36
Sk. hams, 10/12	49 @ 51
Sk. hams, 12/14	48 @ 50
Picnics, 4/8	28 @ 30
Boston Butts, 4/8	37 @ 39

HOG-CORN RATIOS

The hog-corn ratio based on barrows and gilts at Chicago for the week ended Jan. 5, 1957 was 10.7, the U. S. Department of Agriculture has reported. This ratio compared with the 13.0 ratio for the preceding week and 11.4 a year ago. These ratios were calculated on the basis of No. 3 yellow corn selling at \$1.319, \$1.338 and \$1.350 per bu. during the three periods, respectively.

BY-PRODUCTS...FATS AND OILS

BY-PRODUCTS MARKET

Wednesday, Jan. 9, 1957

BLOOD

Unground, per unit of ammonia
bulk *5.50n

DIGESTER FEED TANKAGE MATERIAL

Wet rendered, unground, loose:
Low test *5.75@6.00n
Med. test *5.50@5.75n
High test *5.50n
Liquid stick, tank cars *1.75

PACKINGHOUSE FEEDS

	Carlots, ton
50% meat, bone scraps, bagged...	\$ 65.00@ 75.00
50% meat, bone scraps, bulk ...	\$2.50@ 72.50
50% meat scraps, bagged	77.50
60% digester tankage, bagged...	72.50@ 80.00
60% digester tankage, bulk	70.00@ 75.00
80% blood meal, bagged	90.00@120.00
Steam bone meal, bagged	
(Specially prepared)	85.00
90% steam bone meal, bagged ...	65.00

FERTILIZER MATERIALS

Feather tankage, ground,
per unit ammonia *4.00@4.25
Hoof meal, per unit ammonia 5.25@5.50

DRY RENDERED TANKAGE

Low test, per unit prot. *1.20n
Med. test, per unit prot. *1.15n
High test, per unit prot. *1.05@1.10n

GELATINE AND GLUE STOCKS

	Cwt.
Calf trimmings, limed (glue)	1.25@ 1.35
Hide trims., green salted (glue)	7.00
Cattle jaws, scraps and knuckles, (gelatine, glue), per ton	55.00@57.00
Pig skin scraps (gelatine)	6.50@ 7.00

ANIMAL HAIR

Winter coil dried, per ton	*95.00@100.00
Summer coil dried, per ton	42.50@ 45.00
Cattle switches, per piece	3 1/2@5
Winter processed (Nov.-March) gray, lb.	18 1/2
Summer processed (April-Oct.) gray, lb.	12

*Delivered. n—nominal.

TALLOW and GREASES

Wednesday, January 9, 1957

The inedible tallow and grease market on Thursday of last week displayed a firmer undertone. Bleachable fancy tallow traded at 7 3/4@ 7 7/8c, delivered New York. The latter price was on hard body material. Choice white grease, all hog, sold at 8 1/4c, same delivery point, Yellow grease was bid at 5 3/4c, c.a.f. Chicago, and 6 1/2c, c.a.f. East. Low acid yellow material was bid at 6 1/4c, also c.a.f. East. Bleachable fancy tallow was bid at 7c, c.a.f. Chicago, with offerings more or less lacking. Special tallow sold at 6 1/2c, c.a.f. Chicago. No. 2 tallow traded at 6c, delivered East. Several tanks of original fancy tallow sold at 8 1/4c, c.a.f. eastern price zone.

The market on Friday continued strong, with sales of bleachable fancy tallow at 7@7 1/8c, c.a.f. Chicago, product considered. Several tanks of choice white grease, all hog, sold at 8 1/2c, c.a.f. New York, with additional product held 1/8c higher.

Further trade developed on Monday of the new week on bleachable fancy tallow at 7@7 1/8c, c.a.f. Chicago. The same sold at 8c, delivered New York, with further inquiry at that basis. Several tanks of choice white grease, all hog, sold at 8 1/2@ 8 3/4c, c.a.f. East. Indications of 6c, c.a.f. Chicago, were in the market on yellow grease. The same was bid at 6 3/4@6 1/2c, c.a.f. East. Edible tallow was bid at 13 1/4c, Chicago basis. A few tanks sold at 12 1/2c, f.o.b. River points.

At midweek, a few more tanks of choice white grease, all hog, traded at 8 1/2c, c.a.f. East, with more offered. Bleachable fancy tallow sold at 8@ 8 1/8c, delivered New York, product considered. Special tallow sold at 6 1/2c, c.a.f. Chicago, with indications of 6 1/4c, on good packer production. Bleachable fancy tallow was bid at 7 1/2@7 1/4c, c.a.f. Chicago, the latter price to carry certain specifications. No material change was registered on edible tallow. Several tanks sold at 13 1/2c, f.o.b. Chicago. Yellow grease was still bid at 6c, c.a.f. Chicago.

TALLOW: Wednesday's quota-

THE TEST OF TIME . . .



75

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tions: edible tallow, 12½c, f.o.b. River and 13½c, Chicago; original fancy tallow, 7½@7½c; bleachable fancy tallow, 7½@7½c; prime tallow, 6½@7c; special tallow, 6½@6½c; No. 1 tallow, 6½@6½c; and No. 2 tallow, 5½@5½c.

GREASES: Wednesday's quotations: choice white grease, not all hog, 7½@7½c; B-white grease, 6½@6½c; yellow grease, 6@6½c; house grease, 5½c; and brown grease, 5@5½c. Choice white grease, all hog, was quoted at 8½c, c.a.f. East.

EASTERN BY-PRODUCTS

New York, Jan. 9, 1957

Dried blood was quoted Wednesday at \$4.50 per unit of ammonia. Low test wet rendered tankage was listed at \$4.50 per unit of ammonia and dry rendered tankage was priced at \$1.05 per unit of protein.

N.Y. COTTONSEED OIL FUTURES

FRIDAY, JAN. 4, 1956

	Open	High	Low	Close	Prev. close
Jan.	16.30b	16.70	16.70	16.73b	16.36b
Mar.	16.56	16.85	16.52	16.83	16.49
May	16.49b	16.84	16.50	16.81	16.51
July	16.45b	16.78	16.45	16.77	16.43
Sept.	16.40b	16.46	16.30	16.46	16.19
Oct.	15.85b	16.05	15.94	16.02	15.90
Dec.	15.65b	15.85	15.69	15.72	15.61

Sales: 501 lots.

MONDAY, JAN. 7, 1957

	Open	High	Low	Close	Prev. close
Jan.	16.65b	16.85	16.63	16.83b	16.73b
Mar.	16.86	16.91	16.63	16.83b	16.83
May	16.87	16.93	16.62	16.82	16.81
July	16.80	16.85	16.58	16.58	16.77
Sept.	16.40b	16.48	16.35	16.29	16.46
Oct.	16.02b	16.05	15.85b	16.02	15.72
Dec.	15.70b	15.80	15.70	15.55	15.72

Sales: 447 lots.

TUESDAY, JAN. 8, 1957

	Open	High	Low	Close	Prev. close
Jan.	16.40b	16.65	16.63	16.65b	16.53b
Mar.	16.62b	16.80	16.63	16.71b	16.63b
May	16.62b	16.79	16.62	16.73	16.62
July	16.63	16.70	16.62	16.63b	16.58
Sept.	16.30b	16.35	16.30	16.35	16.29
Oct.	15.85b	15.97	15.97	15.97	15.85b
Dec.	15.55b	15.65	15.55	15.55	15.55

Sales: 198 lots.

WEDNESDAY, JAN. 9, 1957

	Open	High	Low	Close	Prev. close
Jan.	16.60b	16.85	16.75b	16.85b	16.65b
Mar.	16.74	16.81	16.60	16.81b	16.71b
May	16.73b	16.81	16.62	16.80b	16.73
July	16.62	16.79	16.58	16.76b	16.63b
Sept.	16.30b	16.33	16.26	16.34	16.33
Oct.	15.90b	16.12	15.95	16.12	15.97
Dec.	15.60b	15.85	15.60	15.85	15.66

Sales: 251 lots.

VEGETABLE OILS

Wednesday, Jan. 9, 1957

Crude cottonseed oil, f.o.b.	
Valley	14½@14½a
Southeast	14½@14½a
Texas	14½@14½a
Corn oil in tanks, f.o.b. mills	15a
Soybean oil, f.o.b. Decatur	14½@14½
Peanut oil, f.o.b. mills	17 @17½
Coconut oil, f.o.b. Pacific Coast	11½a
Cottonseed foots	
Midwest and West Coast	2 @ 2½
East	2 @ 2½

OLEOMARGARINE

Wednesday, Jan. 9, 1957

White domestic vegetable	28
Yellow quarters	30
Milk churned pastry	28
Water churned pastry	27

OLEO OILS

Wednesday, Jan. 9, 1957

Prime oleo stearine (slack barrels)	15
Extra oleo oil (drums)	18½
Prime oleo oil (drums)	17½

n—nominal. a—asked. b—bid. pd—paid.

HIDES AND SKINS

Packer hide market slow this week at generally steady prices—Light trading in small packer and country hides—Most trading in calf and kipskins early in the week at price declines—Sheepskin market little changed from last week, asking prices higher on pickled skins.

CHICAGO

PACKER HIDES: Late last week branded steers and branded cows sold ½c lower. Volume was light last week and the week before, because of the holidays. Sales from big packers fell below 100,000 pieces each week, and sellers waited until Friday before accepting lower prices. This brought some hide selections to the lowest levels since World War II. Trading this week started off slowly, and at mostly steady prices. Heavy native steers remained at 10c, heavy cows at 10c, butt-brands at 8½c, and Colorados at 8c.

SMALL PACKER AND COUNTRY HIDES: The recent weakening of prices on big packer hides made it difficult to get trading started on small packer production. The heavier small packers averaging about 60 lbs. sold at 9c, and the lighter average at about 10½c. Movement was limited and demand light for country hides, with only a few cars selling.

CALFSKINS AND KIPSKINS: Prices declined on both heavy and light calfskins, except for St. Paul heavies, which sold at 47½c. Late Monday, a small amount of Northern heavies brought 40c, and some Northern light calfskins sold at 35c per lb. Trading on kipskins earlier in the week moved a light volume of

product with Northern kips bringing 27c and overweights 23c and 23½c.

SHEEPSKINS: There was little change in big packer production with Midwest No. 1 shearlings quoted at 2.00 to 2.30 and Southwest No. 1's at 2.50 @ 2.80. No. 2 shearlings were quoted at 1.65 @ 1.80, and No. 3's at .75 @ .85. Full wool dry pelts were nominally unchanged, and the higher asking prices on pickled skins met with resistance on the part of the buyers.

CHICAGO HIDE QUOTATIONS

PACKER HIDES		Week ended Jan. 9, 1957	Cor. Week 1956
Lgt. native steers	14½	15½a	
Hvy. nat. steers	10	11½@12	
Ex. lgt. nat. steers	17½		
Butt-brand. steers	8½	11	
Colorado steers	8	11a	
Hvy. Texas steers	9a		
Light Texas steers	12a		
Ex. lgt. Texas steers	15a	16a	
Heavy native cows	10	11½	
Light nat. cows	13½@14½	14½@15½	
Branded cows	8½	10½	
Native bulls	8	10½a	
Branded bulls	7a	8½a	
Calfskins:			
Northern, 10/15	40 @47½	52 @52½	
10 lbs./down	35	51a	
Kips, Nor., nat., 15/25	27a	33	

SMALL PACKER HIDES

STEERS AND COWS:			
60 lbs. and over	9	11	@11½
50 lbs.	10½	13	@13½

SMALL PACKER SKINS

Calfskins, all wts.	32 @34	43a
Kipskins, all wts.	21 @23	23 @25a

SHEEPSKINS

Packer shearlings:		
No. 1	2.00@2.30	2.50@2.75
Dry Pelts	26@27a	25@25½a
Horsehides, untrim.	9.00	8.00@8.50a
Horsehides, trim.	8.00	

N. Y. HIDE FUTURES

FRIDAY, JAN. 4, 1957

	Open	High	Low	Close	Prev. close
Jan. ..	10.66	10.68	10.61	10.61b	66a
Apr. ..	11.15b	11.15	11.15	12.16b	15a
July ..	11.45b	11.59	11.49	11.47	4a
Oct. ..	11.85	11.85	11.80	11.80	
Jan. ..	12.01b			12.00b	16a
Apr. ..	12.18b			12.20b	30a

Sales: 25 lots.

MONDAY, JAN. 7, 1957

	Open	High	Low	Close	Prev. close
Jan. ..	10.55b			10.75b	55a
Apr. ..	11.24	11.35	11.23	11.33	
July ..	11.45b	11.70	11.70	11.60b	70a
Oct. ..	11.75b	12.04	12.04	11.95	9a
Jan. ..	11.90b			12.15b	33a
Apr. ..	12.10b			12.35b	53a

Sales: nine lots.

TUESDAY, JAN. 8, 1957

	Open	High	Low	Close	Prev. close
Jan. ..	10.85b			10.90b-11.15a	
Apr. ..	11.44-42	11.44	11.42	11.47	50
July ..	11.65b	11.85	11.80	11.85	
Oct. ..	12.05b	12.19	12.15	12.20b	25a
Jan. ..	12.20b			12.40b	50a
Apr. ..	12.35b			12.60b	75a

Sales: six lots.

WEDNESDAY, JAN. 9, 1957

	Open	High	Low	Close	Prev. close
Jan. ..	10.85b			10.95b-11.10a	
Apr. ..	11.40b	11.50	11.40	11.50b	55a
July ..	11.75b	11.75	11.75	11.80b	60a
Oct. ..	12.05b	12.11	12.11	12.10b	25a
Jan. ..	12.30b			12.30b	50a
Apr. ..	12.50b			12.50b	75a

Sales: 32 lots.

THURSDAY, JAN. 10, 1957

	Open	High	Low	Close	Prev. close
Jan. ..	10.85b	11.00	11.00	11.00b	20a
Apr. ..	11.30b	11.65	11.65	11.50b	60a
July ..	11.75b	12.13	12.10	11.90b-12.10a	
Oct. ..	12.05b			12.35b	55a
Jan. ..	12.25b			12.35b	55a
Apr. ..	12.45b			12.55b	80a

Sales: ten lots.

LIVESTOCK MARKETS...Weekly Review

LIVESTOCK AT 63 MARKETS

A summary of receipts and disposition of livestock at 63 public markets during Nov. 1956 and 1955, as reported by the U. S. Department of Agriculture:

CATTLE			
	Salable receipts	Total receipts	Local slaughter
November 1956	1,732,996	2,079,532	1,059,450
October 1956	2,311,128	2,700,879	1,323,170
November 1955	1,823,514	2,121,992	1,081,532
Jan.-Nov. 1956	18,190,876	21,793,345	11,850,897
Jan.-Nov. 1955	17,053,311	20,798,271	11,347,710
5-yr. av. (Nov. 1951-55)	1,730,277	2,028,422	942,201

CALVES			
	Salable receipts	Total receipts	Local slaughter
November 1956	456,453	600,796	283,940
October 1956	565,383	793,615	366,745
November 1955	429,837	562,184	294,571
Jan.-Nov. 1956	3,689,516	4,966,677	2,695,423
Jan.-Nov. 1955	3,571,170	4,653,278	2,621,360
5-yr. av. (Nov. 1951-55)	462,978	592,287	270,794

HOGS			
	Salable receipts	Total receipts	Local slaughter
November 1956	2,377,621	3,483,092	2,592,213
October 1956	2,456,356	3,510,727	2,538,750
November 1955	2,942,898	4,068,847	2,905,758
Jan.-Nov. 1956	23,529,416	33,273,236	23,715,080
Jan.-Nov. 1955	21,720,745	30,147,495	21,196,699
5-yr. av. (Nov. 1951-55)	2,462,612	3,556,257	2,526,305

SHEEP AND LAMBS			
	Salable receipts	Total receipts	Local slaughter
November 1956	669,891	1,084,529	506,318
October 1956	1,021,750	1,947,979	754,598
November 1955	771,456	1,299,411	595,539
Jan.-Nov. 1956	7,511,760	13,981,708	6,764,431
Jan.-Nov. 1955	7,970,485	14,240,851	6,843,414
5-yr. av. (Nov. 1951-55)	770,167	1,296,264	575,202

CALIFORNIA STATE INSPECTED KILL

State inspected slaughter of livestock in California, November 1956-55 compared, as reported to the National Provisioner:

	November-1956	November-1955
Cattle	37,606	33,290
Calves	22,862	23,569
Sheep	33,449	28,388
Hogs	20,361	21,979

Meat and lard production for the two months:

	Lbs. 1956	Lbs. 1955
Sausage	4,600,988	4,284,603
Pork and beef	8,409,017	7,742,153
Lard, substitutes	873,690	551,791
Totals	13,877,695	12,578,547

As of November 30, 1956, California had 115 meat inspectors. Plants under state inspection totaled 345, and plants under state approved municipal inspection totaled 94.

November Cattle, Hog Costs Higher Than Year Earlier

Packers operating under federal inspection in November found cattle, hogs and sheep at prices higher than a year earlier, while calves cost less.

Average cost of cattle for the month at \$15.23 was 3 per cent higher than in 1955, calves at \$14.00 cost 3 per cent less than in 1955, hogs at \$14.71 had 120 per cent of the 1955 value and sheep and lambs averaging \$17.60 cost 2 per cent more than in November of last year.

The 1,807,000 cattle, 763,000 calves, 6,559,000 hogs and 1,139,000 sheep and lambs slaughtered in November had dressed yields of:

	Nov. 1956	Nov. 1955
Beef	1000 lbs.	1000 lbs.
Veal	949,755	887,939
Pork (carcass wt.)	91,919	82,386
Lamb and mutton	1,162,456	1,230,521
Total	52,150	52,853
Pork, excl. lard	2,256,280	2,263,698
Lard production	862,470	906,359
Rendered pork fat	215,913	235,332
	10,167	10,875

Average live weights in November were:

	Nov. 1956	Nov. 1955
All cattle	984.0 lbs.	980.4 lbs.
Steers ¹	1,020.0	1,026.6
Heifers ¹	881.7	877.8
Cows ¹	948.0	985.5
Calves	219.3	215.2
Hogs	235.2	235.2
Sheep and lambs	95.8	96.2

Dressing yields per 100 lbs. live weight for two months were:

	Nov. 1956	Nov. 1955
	Per Cent	Per Cent
Cattle	53.6	54.2
Calves	55.2	55.0
Hogs ²	70.0	70.4
Sheep and lambs	45.0	47.5
Lard per cwt., lbs.	14.3	14.6
Lard per hog, lbs.	33.4	34.4

Average dressed weights of livestock compared as follows (lbs.):

	Nov. 1956	Nov. 1955
Cattle	527.4	536.8
Calves	121.1	118.4
Hogs	177.5	179.4
Sheep and lambs	46.0	45.7

¹Included in cattle.

²Subtract 7.0 to get packer style average.

Group Urges Rebuilding Of U. S.-Mexico Stock Fence

The California board of agriculture has adopted a resolution urging the Congress to direct rebuilding of the international boundary livestock fence between California and Mexico to prevent Mexican cattle from drifting across the boundary and spreading Texas fever among California cattle herds.

Dr. James E. Stuart, chief of the division of animal industry, California Department of Agriculture, said a study by officials of the department showed that 52 miles of five strand barbed wire fence would be required. The cost was estimated at \$208,000.

Load Of Bison Arrives At Sioux City; Sells At \$11.50

A carload of American bison was sold at the Sioux City livestock market last week. The carload—mostly heifers—of around 850 lbs. each sold for \$11.50 a cwt.

The shipment came from Montana and was sold to "country account," indicating the bison were to be further fed and fattened.

A veteran observer said that this was the first time that American bison had been sold in a regular livestock market transaction in carload lot.

ST. LOUIS HOGS IN DEC.

Hog receipts, weights and range of prices at the St. Louis NSY were reported by H. L. Sparks & Co., as follows:

	December-1956	December-1955
Hogs received	271,383	286,341
Highest top price	\$19.75	\$12.50
Lowest top price	16.75	11.85
Average price	16.85	11.28
Average weight, lbs.	224	226

Carlots



Barrel Lots

DRESSED BEEF

BONELESS MEATS AND CUTS

OFFAL

SUPERIOR PACKING CO.
CHICAGO ST. PAUL



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We are the biggest - - -

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FULTON, KY.
JACKSON, MISS.
JONESBORO, ARK.
LAFAYETTE, IND.

LOUISVILLE, KY.
MONTGOMERY, ALA.
NASHVILLE, TENN.
OMAHA, NEBR.
PAYNE, OHIO
SIOUX CITY, IOWA
SIOUX FALLS, S.D.
VALPARAISO, IND.

SERVICE
KENNETT-MURRAY
LIVESTOCK BUYING

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, January 5, 1957, as reported to The National Provisioner:

CHICAGO

Armour, 9,258 hogs; Shippers, 12,464 hogs; and Others, 20,892 hogs.
Totals: 21,865 cattle, 725 calves, 42,611 hogs and 5,100 sheep.

KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour...	3,455	439	2,218	868
Swift...	1,750	808	3,440	1,270
Wilson...	1,476	...	3,376	...
Butchers...	6,682	124	861	392
Others...	1,117	...	1,579	376
Totals	14,480	1,391	11,474	2,906

OMAHA

	Cattle	Calves	Hogs	Sheep
Armour...	3,269	4,468	1,059	937
Cudahy...	1,665	5,467	1,080	...
Swift...	1,541	4,898	759	...
Wilson...	1,193	4,072	589	...
R. & C.	446	...	...	...
Am. Stores	272	...	...	...
Cornhusker	540	...	...	...
O'Neill	339	...	...	...
Neb. Beef	357	...	...	...
Gr. Omaha	311	...	...	...
Roth	522	...	...	...
Kingman	710	...	...	...
Omaha	402	...	...	...
Union	450	...	...	...
Others	267	4,850	...	...
Totals	13,284	23,755	3,487	...

E. ST. LOUIS

	Cattle	Calves	Hogs	Sheep
Armour...	2,515	350	7,837	937
Swift...	3,123	1,854	12,642	2,969
Hunter	785	...	1,974	...
Hell	...	...	1,974	...
Krey	...	...	5,223	...
Totals	6,433	2,213	34,908	3,906

ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift...	2,575	403	10,677	5,559
Armour...	3,879	198	6,010	1,466
Others...	3,390	...	4,031	732
Totals*	9,844	601	20,718	7,697

*Do not include 396 cattle, 149 calves, 4,523 hogs and 3,186 sheep direct to packers.

SIoux CITY

	Cattle	Calves	Hogs	Sheep
Armour...	3,014	1	5,402	1,765
S.C. Dr.	...	...	...	...
Beef	2,568	...	...	...
Swift	2,585	...	4,188	2,173
Butchers	794	...	...	...
Others	6,087	...	22,052	1,061
Totals	14,908	1	11,642	4,990

WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy...	1,429	273	1,921	...
Dunn	120	...	...	...
Sunflower	76	...	...	...
Dold	154	...	502	...
Excel	703	...	...	...
Kansas	1,099	...	...	...
Armour	80	...	...	703
Swift	...	...	...	1,001
Others	616	...	46	434
Totals	4,227	275	2,460	2,138

OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour...	1,962	40	998	199
Wilson	1,582	268	672	524
Others	2,272	197	1,134	...
Totals*	5,816	514	2,804	723

*Do not include 1,474 cattle, 104 calves, 8,352 hogs and 2,190 sheep direct to packers.

LOS ANGELES

	Cattle	Calves	Hogs	Sheep
Armour...	28	3	...	...
Swift	526	8	...	...
Wilson	346	...	...	...
Ideal	960	...	...	...
Gr. West	545	...	...	...
Atlas	517	...	...	...
United	415	...	467	...
Acme	318	...	...	...
Com'l	280	...	...	...
Golding	106	...	...	...
Others	1,802	289	536	...
Totals	5,933	297	1,003	...

DENVER

	Cattle	Calves	Hogs	Sheep
Armour...	1,492	14	...	3,564
Swift	1,085	64	3,106	4,119
Cudahy	627	22	5,123	132
Wilson	901	...	...	1,227
Others	6,974	137	1,886	622
Totals	11,079	237	10,115	9,684

CINCINNATI

	Cattle	Calves	Hogs	Sheep
Gall...	...	...	...	172
Schlachter	59	27	...	...
Others	3,755	635	11,844	27
Totals	3,814	662	11,844	199

ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour...	4,266	2,970	13,362	2,697
Bartusch	903	...	...	...
Rifkin	632	33	...	...
Superior	1,718	...	...	...
Swift	4,173	4,163	14,483	1,601
Others	2,006	3,190	9,668	3,691
Totals	13,698	10,356	37,511	8,056

FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour...	675	656	1,045	2,030
Swift	1,010	1,778	942	4,571
Morrell	773	21	...	...
City	292	21	121	...
Rosenthal	210	13	...	252
Totals	2,970	2,489	2,108	6,853

TOTAL PACKER PURCHASES

	Week ended Jan. 5, 1957	Prev. week Jan. 4, 1956
Cattle	127,121	144,484
Hogs	212,962	229,287
Sheep	55,748	72,374

CORN BELT DIRECT TRADING

Des Moines, Jan. 9—Prices at the ten concentration yards in Iowa and Minnesota were quoted by the USDA as follows:

Barrows, gilts, U.S. No. 1-3:	120-160 lbs.	160-240 lbs.	240-270 lbs.	270-330 lbs.
	\$13.90@16.10	\$15.00@17.10	\$15.00@16.95	\$15.00@16.20
Sows, U.S. No. 1-3:	270-330 lbs.	330-400 lbs.	400-550 lbs.	
	\$15.25@16.25	\$14.75@15.75	\$18.25@15.00	

Corn belt hog receipts were reported by the U. S. Department of Agriculture as follows:

	This week est.	Last week actual	Last year actual
Jan. 3...	52,000	60,500	86,000
Jan. 4...	83,000	58,500	87,000
Jan. 5...	42,000	47,000	54,000
Jan. 7...	60,000	59,000	100,000
Jan. 8...	73,000	Holds	95,000
Jan. 9...	60,000	50,000	85,500

LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis on Wednesday, Jan. 9 were as follows:

	Cwt.
Steers, choice	\$21.00
Steers, good	17.00@18.45
Helfers, gd. & ch.	17.00@20.00
Helfers, stand. & gd.	14.00@17.00
Cows, util. & com'l	10.50@12.50
Cows, can. & cut.	9.00@11.00
Bulls, util. & com'l	14.00@16.00
Bulls, cutter	12.00@14.00
VEALERS:	
Choice & prime	27.50@28.50
Calves, good & choice	22.00@27.50
HOGS:	
U.S. 1-3, 120/160...	14.00@15.25
U.S. 1-3, 160/180...	15.25@17.25
U.S. 1-3, 180/200...	17.25@17.75
U.S. 1-3, 200/220...	17.25@18.00
U.S. 1-3, 220/240...	17.00@17.75
U.S. 1-3, 240/270...	16.50@17.25
U.S. 1-3, 270/300...	16.25@16.75
U.S. 1-3, 300/330...	16.00@16.50
Sows, U.S. No. 1-3, 150/360	15.50@17.25
LAMBS:	
Gd. & ch. (wooled)	18.00@20.50
Choice (shorn)	18.00@19.00

WEEKLY INSPECTED SLAUGHTER

Slaughter of livestock at major centers during the week ended Jan. 5, 1957 (totals compared) was reported by the U. S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area ¹	10,025	6,819	49,138	34,823
Baltimore, Philadelphia	6,436	898	22,012	3,611
Cin., Cleve., Detroit, Indpls.	17,081	6,270	58,034	14,740
Chicago Area ²	23,430	6,974	53,212	7,400
St. Louis Area ³	24,288	31,225	98,006	14,600
St. Louis City-So. Dak. Area ⁴	13,462	4,716	74,698	9,800
St. Paul-Wis. Areas ⁵	15,698	...	58,652	13,800
Omaha Area	30,652	532	71,416	13,800
Kansas City	12,800	1,984	25,531	7,119
Iowa-So. Minnesota ⁶	26,031	13,323	250,994	29,000
Louisville, Evansville, Nashville, Memphis	8,635	8,067	40,535	...
Georgia-Alabama Area ⁷	5,251	7,886	34,704	...
St. Jo'ph., Wichita, Okla. City ⁸	17,573	3,028	42,248	13,800
Ft. Worth, Dallas, San Antonio	15,958	6,490	13,564	12,710
Denver, Ogden, Salt Lake City ⁹	14,879	568	13,658	18,000
Los Angeles, San Fran. Areas ¹⁰	23,188	2,962	29,806	23,000
Portland, Seattle, Spokane	7,104	254	12,849	4,000
GRAND TOTALS	272,445	97,016	984,147	220,280
Totals same week 1956	288,433	107,590	1,293,463	240,000

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, Minn., St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wis. ³Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ⁴Includes Sioux Falls, Huron, Mitchell, Madison, and Watertown, S. Dak. ⁵Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Minn. ⁶Includes Birmingham, Dothan, Montgomery, Ala., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. ⁷Includes Los Angeles, Vernon, San Francisco, San Jose, Vallejo, Calif.

LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended December 29 compared with the same time 1955, was reported to the National Provisioner by the Canadian Department of Agriculture as follows:

Stockyards	GOOD STEERS		VEAL CALVES		HOGS*		LAMBS	
	UP to 1000 lbs.	1000 lbs. and over	Good and Choice	Grade B ¹	Dressed	Grade B ¹	Handyweights	Handyweights
Toronto	\$19.82	\$19.00	\$26.00	\$28.00	\$29.00	\$22.50	\$28.00	\$28.00
Montreal	18.25	...	24.25	26.00	29.00	22.00	18.00	17.00
Winnipeg	17.96	...	26.79	26.50	26.50	19.50	19.00	17.00
Calgary	17.92	17.00	15.85	17.47	24.32	18.67	17.76	18.00
Edmonton	16.25	16.25	17.65	18.50	25.55	19.35	18.50	17.00
Lethbridge	17.00	18.00	...	...	24.20	18.38	19.00	18.00
Pr. Albert	16.50	16.80	19.50	19.70	24.50	18.00	16.15	16.00
Moose Jaw	16.25	16.75	...	...	18.50	18.00	...	...
Saskatoon	16.80	17.00	21.00	18.50	24.50	18.00	18.00	18.00
Regina	17.75	16.20	18.25	19.50	24.50	18.00	16.00	16.00
Vancouver	...	18.75	...	...	...	...	...	...

*Canadian Government quality premium not included.

SOUTHERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located in Albany, Moultrie, Thomasville, Tifton, Georgia; Dothan, Alabama, and Jacksonville, Florida during week ended January 4:

SLAUGHTER

REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 13 centers for the week ended Jan. 5, 1957, compared:

CATTLE

	Week ended Jan. 5	Prev. Week	Cor. 1955
Chicago...	21,865	23,064	22,833
Kan. City...	15,871	17,361	17,515
Omaha...	7,069	25,263	28,864
St. Louis...	8,646	9,842	9,850
St. Joseph...	9,297	12,100	8,978
St. Paul...	9,482	10,996	11,871
Wichita...	3,611	4,044	5,690
New York & Jer. City...	10,025	9,749	11,064
Ola. City...	7,148	4,436	10,778
Cincinnati...	4,140	5,303	4,167
Desert...	15,704	14,516	10,760
St. Paul...	11,692	12,046	16,306
Milwaukee...	3,691	2,025	4,044
Totals...	128,241	148,245	162,713

HOGS

Chicago...	30,147	25,784	44,298
Kan. City...	11,474	11,190	11,033
Omaha...	29,433	39,126	76,392
St. Louis...	34,906	30,194	29,351
St. Joseph...	21,410	21,615	39,899
St. Paul...	14,854	10,226	38,821
Wichita...	11,382	6,521	14,615
New York & Jer. City...	49,138	51,541	53,855
Ola. City...	11,156	9,847	18,594
Cincinnati...	11,908	11,301	15,629
Desert...	15,106	6,227	11,808
St. Paul...	27,845	31,298	65,073
Milwaukee...	3,702	3,142	7,170
Totals...	272,225	258,012	420,546

SHEEP

Chicago...	5,100	7,151	4,170
Kan. City...	2,906	3,469	4,821
Omaha...	3,238	7,922	10,665
St. Louis...	3,006	6,848	6,751
St. Joseph...	7,473	5,035	11,108
St. Paul...	3,328	4,638	8,725
Wichita...	1,704	2,169	1,880
New York & Jer. City...	34,628	30,807	45,045
Ola. City...	2,213	5,045	5,091
Cincinnati...	3,440	202	804
Desert...	17,471	10,785	11,266
St. Paul...	4,385	5,829	6,929
Milwaukee...	1,134	1,264	1,828
Totals...	88,506	91,209	102,683

CANADIAN KILL

Inspected slaughter of livestock in Canada for week ended December 29:

CATTLE

	Week ended Dec. 29	Same week 1955
Western Canada...	11,629	10,509
Eastern Canada...	12,327	13,160
Totals...	23,956	23,669

HOGS

Western Canada...	19,937	37,075
Eastern Canada...	29,302	48,427
Totals...	49,239	85,502

SHEEP

Western Canada...	1,992	2,011
Eastern Canada...	8,069	2,931
Totals...	5,091	4,942

NEW YORK RECEIPTS

Receipts of livestock at Jersey City and 41st st., New York, market for week ended Jan. 5:

	Cattle	Calves	Hogs	*Sheep
Salable	129	33	11	...
Total (incl. direct)	3,010	78	18,252	13,678
Prev. wk.	112	153	...	...
Salable	2,735	789	18,895	9,231
Total (incl. direct)	2,735	789	18,895	9,231

*Including hogs at 31st St.

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS

	Cattle	Calves	Hogs	Sheep
Jan. 3...	8,127	430	12,767	1,647
Jan. 4...	2,792	131	9,204	449
Jan. 5...	70	...	4,094	218
Jan. 7...	25,209	345	13,414	4,753
Jan. 8...	8,000	300	15,000	3,200
Jan. 9...	16,000	300	16,000	4,000

*Wk. so far

Wk. ago 44,024	945	44,414	11,952
Yr. ago 52,085	1,523	64,716	12,418

2 yrs. ago ... 45,738 1,614 54,545 16,659

*Including 769 cattle, 9,948 hogs and 200 sheep direct to packers.

SHIPMENTS

Jan. 3...	2,821	63	2,838	238
Jan. 4...	2,672	13	3,203	532
Jan. 5...	444	4	433	290
Jan. 7...	8,846	...	2,747	1,302
Jan. 8...	5,000	...	2,000	500
Jan. 9...	9,000	...	3,000	1,000

*Wk. so far

Wk. ago 22,846	...	7,747	2,882
Yr. ago 20,224	83	5,985	4,866
2 yrs. ago ... 16,087	84	11,937	7,284

JANUARY RECEIPTS

Cattle	89,192	67,875
Calves	1,988	2,435
Hogs	101,749	99,841
Sheep	24,058	16,370

JANUARY SHIPMENTS

Cattle	49,107	27,114
Hogs	20,211	31,073
Sheep	8,733	7,554

CHICAGO HOG PURCHASES

Supplies of hogs purchased at Chicago, week ended Wednesday, January 9:

	Week ended Jan. 9	Week ended Jan. 2
Packers' purch.	36,404	34,742
Shippers' purch.	16,277	13,611
Totals	52,684	48,353

LIVESTOCK RECEIPTS

Receipts at 20 markets for the week ended Friday, Jan. 4, with comparisons:

	Cattle	Hogs	Sheep
Week to date	211,000	389,000	112,000
Previous week	222,000	393,000	138,000
Same wk. 1956	257,000	605,000	136,000
1957 to date	116,000	286,000	72,000
1956 to date	257,000	605,000	136,000

PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended Jan. 3:

	Cattle	Calves	Hogs	Sheep
Los Ang.	6,450	360	950	15
N. P. land	2,735	200	1,100	1,735
San Fran.	260	10	550	460

LIVESTOCK PRICES AT LOUISVILLE

Livestock prices at Louisville on Wednesday, Jan. 9 were as follows:

CATTLE:	Cwt.
Steers, gd. & ch.	\$17.50@19.00
Steers, stand. & gd.	14.00@17.00
Heifers, gd. & ch.	16.50@18.00
Cows, can. & cut.	10.50@12.00
Bulls, until. & com'l	8.50@10.50
Bulls, until. & com'l	14.00@15.50

VEALERS:	Choice & prime	Good & choice	Calves, gd. & ch.
	28.00@29.00	24.00@28.00	None qtd.

HOGS:	U.S. 1-3, 180/200	U.S. 1-3, 200/220	U.S. 1-3, 220/240	Sows, U.S. No. 1-3	Sows, U.S. No. 1-3	300/450
	17.25@17.50	17.25@17.50	17.25@17.50	14.75@15.00	14.50@14.75	14.50@14.75

LAMBS:	Choice & prime	Good & choice
	19.25 only	16.00@19.00

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, Jan. 8 were reported by the Agricultural Marketing Service, Livestock Division, as follows:

St. L. N.S. Yds. Chicago Kansas City Omaha St. Paul

HOGS (Includes Bulk of Sales):

BARROWS & GILTS:

U.S. No. 1-3:	120-140 lbs.	140-160 lbs.	160-180 lbs.	180-200 lbs.	200-220 lbs.	220-240 lbs.	240-270 lbs.	270-300 lbs.	300-330 lbs.	330-360 lbs.
	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.
	15.75-17.75	15.75-17.75	15.75-17.75	15.75-17.75	15.75-17.75	15.75-17.75	15.75-17.75	15.75-17.75	15.75-17.75	15.75-17.75

SOWS:

U.S. No. 1-3:	180-270 lbs.	270-300 lbs.	300-330 lbs.	330-360 lbs.	360-400 lbs.	400-450 lbs.	450-550 lbs.
	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.
	15.25-16.00	15.25-16.00	15.25-16.00	15.25-16.00	15.25-16.00	15.25-16.00	15.25-16.00

Boars & Stags,

all wts.	10.50-12.00	None qtd.	None qtd.	10.00-11.00	None qtd.
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SLAUGHTER CATTLE & CALVES:

STEERS:

Prime:	700-900 lbs.	900-1100 lbs.	1100-1300 lbs.	1300-1500 lbs.
	None qtd.	None qtd.	None qtd.	None qtd.
	23.50-24.25	21.75-24.50	22.75-24.00	22.75-25.50

Choice:

700-900 lbs.	20.00-24.00	20.00-23.50	19.25-21.75	19.75-22.75	None qtd.
900-1100 lbs.	20.50-24.50	20.00-24.00	19.25-21.75	19.75-22.75	None qtd.
1100-1300 lbs.	20.50-24.50	19.00-24.00	18.75-21.50	19.25-22.75	20.00-22.50
1300-1500 lbs.	19.50-24.00	19.00-24.00	18.75-21.25	19.25-22.75	20.00-22.50

Good:

700-900 lbs.	17.25-20.25	18.00-19.50	17.25-19.25	17.00-19.75	17.00-20.00
900-1100 lbs.	17.50-20.50	18.50-19.50	17.00-19.25	17.00-19.75	17.00-20.00
1100-1300 lbs.	17.50-20.50	18.50-19.50	16.75-19.25	16.50-19.25	16.50-20.00

Standard,

all wts.	15.00-18.00	16.00-18.00	14.50-17.25	14.50-17.00	13.00-15.00
Utility,	all wts.	13.00-15.00	14.00-16.00	11.50-14.50	12.00-14.50

HEIFERS:

Prime:	600-800 lbs.	800-1000 lbs.
	None qtd.	None qtd.
	None qtd.	None qtd.
	21.75-23.00	20.75-22.00

Choice:

600-800 lbs.	18.50-23.00	19.50-21.50	18.50-21.00	18.25-21.00	18.50-19.50
800-1000 lbs.	19.00-23.00	19.50-21.75	18.00-21.50	17.75-20.75	18.50-19.50

Good:

500-700 lbs.	17.00-19.50	17.00-19.50	16.00-18.50	16.00-18.25	16.00-18.00
700-900 lbs.	17.00-19.50	None qtd.	15.50-18.50	15.75-17.75	16.00-18.00

Standard,

all wts.	14.00-16.00	14.50-16.75	13.00-16.00	13.50-16.00	13.00-15.00
Utility,	all wts.	11.50-14.00	12.50-14.50	10.50-13.00	11.00-13.50

COWS:

Commercial,	all wts.	11.50-12.50	11.50-12.75	12.00-13.00	11.00-12.50
Can. & cut.,	all wts.	7.50-10.50	9.25-11.00	8.50-10.50	9.00-10.00
Utility,	all wts.	10.50-11.50	10.50-11.75	10.25-12.00	10.00-11.00

BULLS (Yrly. Excl.), All Weights:

Good	None qtd.	None qtd.	None qtd.	None qtd.	13.00-14.00
Commercial	14.00-15.50	15.50-16.50	14.00-14.75	14.00-14.75	13.00-14.00
Utility	13.00-14.00	14.00-16.00	13.00-14.00	13.00-14.00	15.00-16.00
Cutter	10.00-13.50	12.50-14.00	10.50-13.00	10.50-13.00	13.00-15.00

VEALERS, All Weights:

Ch. & pr.	30.00-32.00	24.00-26.00	22.00-26.00	19.00-21.00	25.00-27.00
Stand. & gd.	18.00-23.00	15.00-21.00	15.00-20.00	11.00-16.00	16.00-21.00

CALVES (500 Lbs. Down):

Ch. & pr.	None qtd.	16.00-19.00	16.50-18.00	None qtd.	None qtd.
Stand. & gd.	None qtd.	12.00-16.00	13.00-16.50	None qtd.	None qtd.

SHEEP & LAMBS:

LAMBS (110 Lbs. Down):	Ch. & pr.	Gd. & ch.
	19.25-20.25	20.00-21.50

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CLASSIFIED ADVERTISING

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Count address or box numbers as 8 words. Headlines, 75c extra. Listing advertisements, 75c per line. Displayed, \$11.00 per inch. Contract rates on request.

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.

CLASSIFIED ADVERTISING PAYABLE IN ADVANCE
PLEASE REMIT WITH ORDER.

POSITION WANTED

INDUSTRIAL ENGINEER

Mature, experienced in all phases: Incentives, layouts, methods, costs, labor negotiations, organization, maintenance, top management functions. Want more compatible situation where management backs aggressive program cost reduction. Beef, pork kill through sausage. Western, Southwestern, Midwestern packers note. Salary \$10,400.

W-1, THE NATIONAL PROVISIONER
15 W. Huron St., Chicago 10, Ill.

MANAGEMENT CONSULTANTS

Let us help you with your problems in Organization, Management, Production, Labor Relations, Sales and Marketing.

LEE B. REIFEL & ASSOCIATES
216 Bank of Wood County Bldg.
Bowling Green, Ohio

MANAGER or SUPERINTENDENT: Large or small plant, M.I.D. plant preferred. Will locate anywhere. Expert on sausage and processing. W-2, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

GENERAL MANAGER: All phases of meat packing operations. Beef, pork, canned meats, sausage. Sales. Livestock buying. Outstanding record. 21 years' experience. W-8, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER or SUPERINTENDENT

Over 20 years' experience with major and independent packers. Thorough knowledge of methods and operation of all departments. Presently employed as plant superintendent. W-9, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE SUPERVISOR: All around man. All phases of meat manufacturing-processing. Fully experienced in formulas, costs, yields and sanitation. References. W-7, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

POSITION WANTED

YOUNG, AMBITIOUS MAN: Highly experienced in all phases of sausage, curing, packing, canning, etc., with supervising background, seeks position in Los Angeles area. W-11, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

SALESMANAGER: Experienced man wanted to take complete charge of sales for growing mid-western plant. State experience, age and salary requirements. W-486, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE MAKER: Complete charge of small plant. Need man who knows the business.

THURMONT, Md. HOWARD LATE Phone: 4651

PLANT MANAGER

National Food Distributor with multiple plant operations has opening for aggressive, profit-minded executive with thorough knowledge of all phases of packing house management, including livestock buying, slaughtering, processing, labor relations, cost accounting, advertising, and sales. Excellent opportunity for advancement, regular merit increases, and liberal benefits. Appropriate starting salary. Reply in confidence giving details of education, employment record, personal background, and qualifications. W-304, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN: With car to cover well established territory. Must have experience selling seasonings, cures, binders, specialty items. Our company has been in this business for many years. Salary, expenses and car allowance. Write to Box W-472, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Dry Sausage Man. Must be capable of making full line of products. All replies strictly confidential. Write to Box W-3, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

CREDIT MAN

EXPERIENCED: With thorough knowledge of wholesale meat business, office management and organization. Only the best references and record will be considered.

TURNER & GEE Orlando, Fla.

BEEF BONER

wanted by
WHOLESALE MEAT PLANT
E. MEYER & CO.

185 South Water Market, Chicago, Ill.
Phone MONROE 6-1882

SALES MANAGER: For meat packing company in eastern Pennsylvania. Good opportunity for man familiar with smoked meats and sausage products. Take complete charge and direct entire sales operation. Give complete details of experience. W-491, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SUPERVISORS: Large food processing corporation requires services of young men for supervisory positions in South America. Must have meat packing plant experience, prefer college education or equivalent. W-493, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALES TRAINEE: Young man wanted for Sales Trainee position in an expanding specialty processed meat plant. Experience not essential. Excellent opportunity. W-492, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

YOUNG MAN: With management engineering experience. Capable of assuming supervisory position in an expanding processing plant. Excellent opportunity. W-10, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE SPECIALTY SALESMAN. CONTACTS WITH CHAIN STORES, HOTELS, ETC. W-12, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

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